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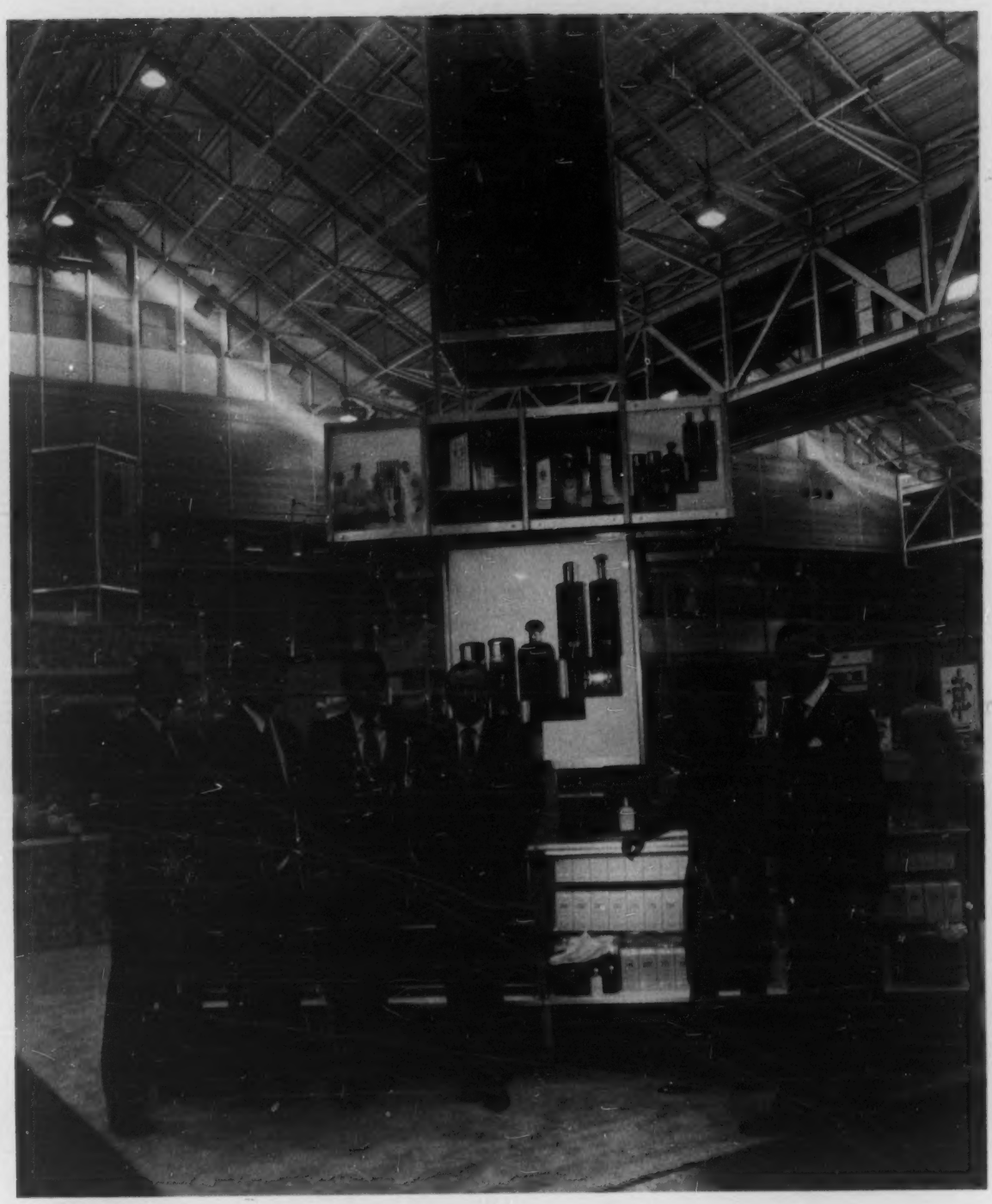

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ALA 1989–90 WORLDWIDE DIRECTORY & FACT BOOK

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1989–90 WORLDWIDE DIRECTORY & FACT BOOK

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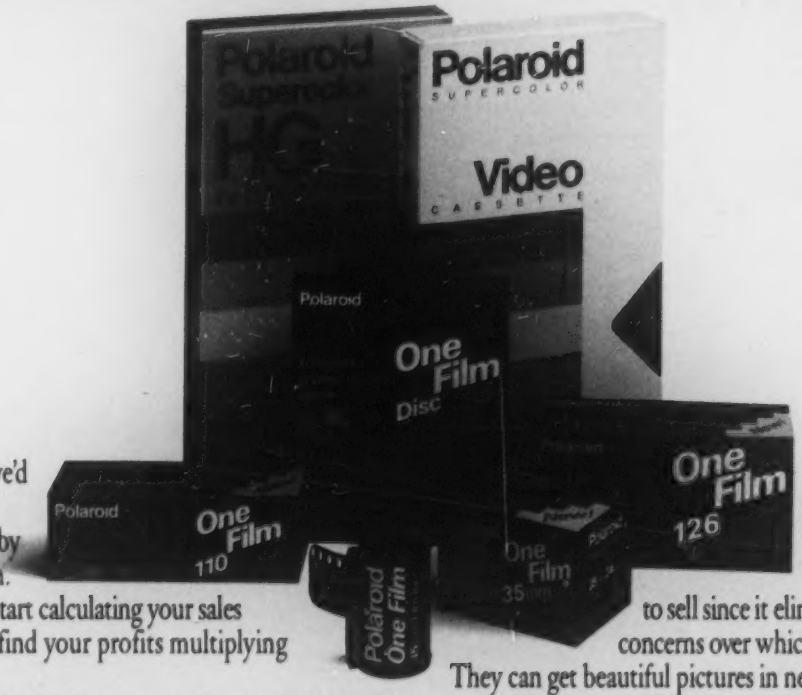

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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

The ALA DIRECTORY comprises mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

—*ALA Information:* lists the ALA's Board of Directors, officers, executive and headquarters staff, committees and task force groups, bylaws and chapter presidents.

—*Industry Members:* lists ALA member companies alphabetically by name with address, phone number, fax and telex, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.

—*ALA Broker, Distributor and Media Members:* separate alphabetical lists of ALA-members in these categories. Refer to "Industry Members" listing for full profiles.

—*Index to Members:* alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for anyone listed in "Industry Members.") Gives ALA chapter affiliations.

—*Congress:* separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.

—*AFCOMS:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*AAFES:* lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*DLA:* lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.

—*DPSC:* lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.

—*Department of State:* lists key HQ personnel as well as description of the Office of Commissary and Recreation Affairs.

—*NAVRESSO:* lists key HQ and field (FSO) personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*TSA:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Coast Guard (Exchange and Morale):* lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.

—*Coast Guard (Personnel Services):* lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.

—*Marine Corps (Commissaries):* lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

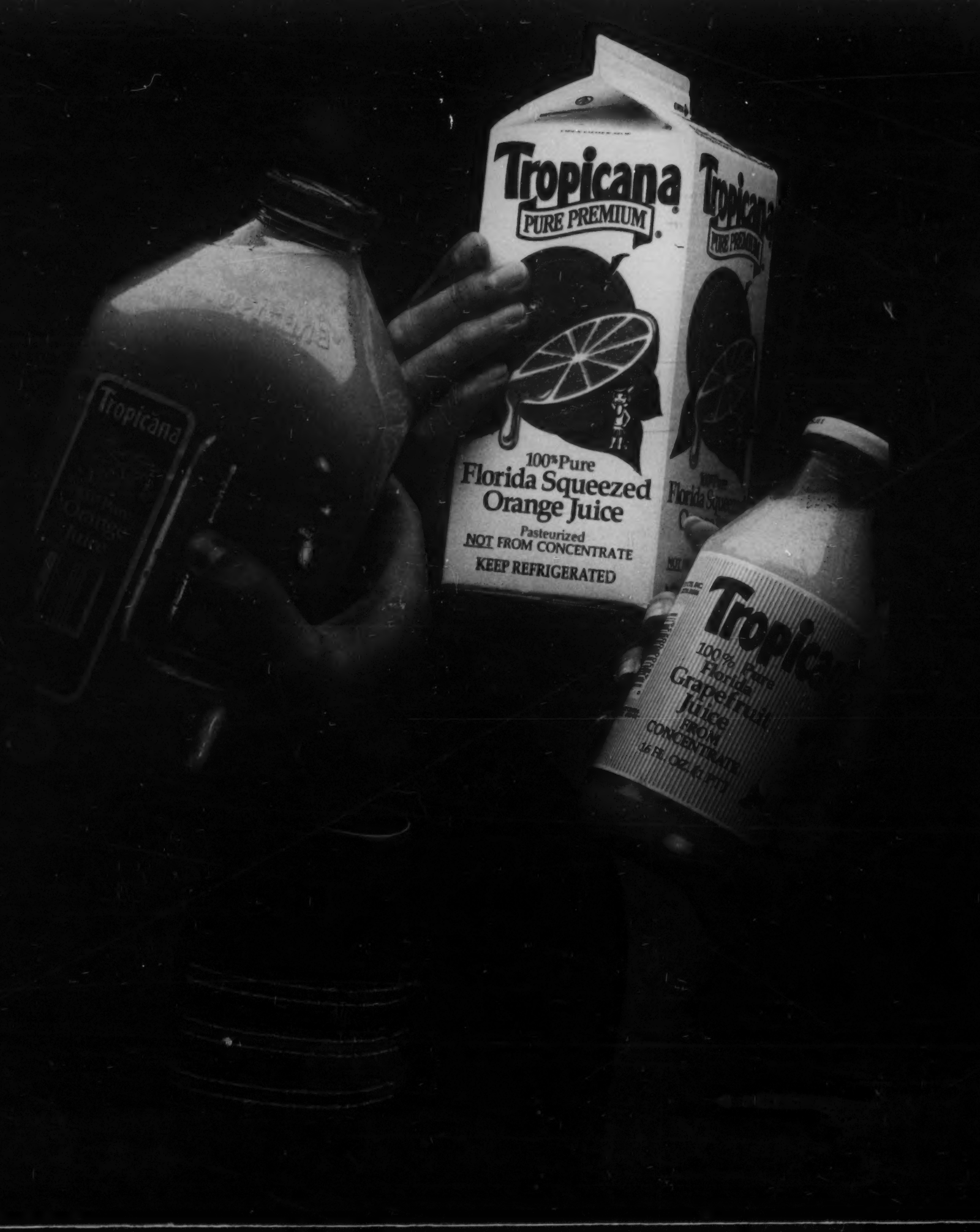
—*Marine Corps (Exchanges):* lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying information.

—*VCS:* lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.

—*MWR Activities:* separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.

—*Index to Resale Professionals:* alphabetically lists *all* military resale personnel in sections above, with the appropriate page number.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources. We are happy to assist you.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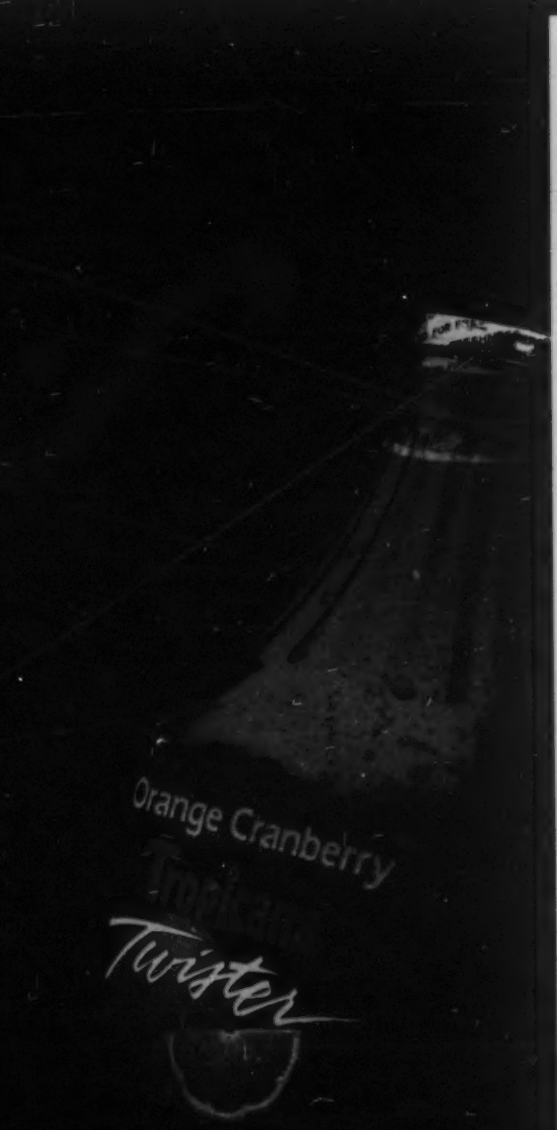

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INTRODUCING THE AMERICAN LOGISTICS ASSOCIATION

The American Logistics Association is a voluntary, non-profit trade organization formed to promote, protect, and improve the business, of those who sell products and services to the government, for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess halls, ships stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

The American Logistics Association

The ALA promotes, protects, and improves the military exchange, commissary, club, and troop subsistence market. The association offers members, who supply goods and services to these facilities, a wide variety of business resources and services. Here are some examples:

- Provides a setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.
- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of Member brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

ALA's member services include:

- **Annual Convention.** International showcase for the entire military resale industry.
- **Worldwide Directory.** Key year-round marketing reference guide to the Military Market.
- **Interservice.** Quarterly official journal offers invaluable editorial content.
- **Executive Briefing.** Newsletter reports the issues and regulations in military merchandising/marketing.
- **Pocket Factbook.** Handy guide offers industry statistics at your fingertips.
- **Conferences/Roundtables.** Annual series of meetings cover regional topics; draw together full industry participation to improve exchanges, commissaries.
- **Commissary Committee.** Explores issues impacting commissaries; recommends policy.
- **Exchange Committee.** Examines military exchange affairs; recommends policy.
- **Special Groups, Task Forces.** Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems.
- **Government Liaison.** Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.
- **Electronic Bulletin Board.** State-of-the-art electronic transmission of data to Members on subjects from store reset calendars to times of Chapter events.
- **22 Chapters Around the World.** Focusing on local problems in the States, Europe and Pacific.

CONVENTION & CONFERENCES.

ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year to:

- Provide a forum for the open discussion of ideas;
- Promote the exchange of knowledge and experience among industry and military leaders;
- Develop meaningful and thought-provoking education programs;
- Identify industry trends; and
- Encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through seminars at the regional level.

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportuni-

ty for members to meet with military representatives from regional and local military resale operations. There they tackle mutual business problems in an atmosphere of candor and cooperation.

These conferences offer insights into the systems and strategies of doing business with government and military agencies.

To ensure that appropriate business practices are conducted, the following disclaimer is read at every ALA meeting:

> "It must be noted that during ALA Board of Directors meetings, Standing Committee meetings and all other Association meetings, under no circumstances, for any reason whatsoever, may any discussion be held for any purpose of or which has the effect of either directly or indirectly limiting competition or restraining trade. At all Association meetings there may be no discussions as to geographic allocation of business activities; no discussions as to how much anyone can make, buy or sell; no discussions on price differentials or the maintenance of resale prices; no discussions as to class of consumers; no discussions as to the amount or extent of the supply of the products reaching the marketplace; and no discussions about preventing any buyer or class of buyers from having access to all the present or potential products of industry."

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, use their industry expertise to assist the services in developing future policies and programs for improvement.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS. With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints. This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade and military associations to provide a unified voice on legislation, and regulatory actions which might affect the resale systems and their patrons.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committee members.

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

Some of ALA's committees include: Commissary Committee, Exchange Committee, Membership Committee and several special groups and task forces that address issues involving frequent delivery, electronic data interchange, public affairs, training, merchandising to the military resale systems and more.

PUBLICATIONS. A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information.

ALA is proud of the quality of its educational communications materials which play a major role in the continuing flow of information on new government/military policies, and new techniques and concepts in military resale marketing.

Interservice is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from new products marketing to patron demographics to resale business operations. Featured in each issue is a special

report—the annual brokers and distributors listings, a brand names and suppliers directory, or the fiscal year's commissary and exchange sales reports.

Executive Briefing is the ALA monthly newsletter that gives up-to-the-minute updates on issues of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" each month.

And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desktop reference source. Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. ALA Legislative Reports provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. Awards Program. To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

HOW COMMISSARIES AND EXCHANGES WORK

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a 5% surcharge—not a sales tax.

In short, the commissary customers themselves pay (through the surcharge) for their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, flower shops, movie theaters, and more) activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide an after-tax disposable income benefit to authorized patrons. Neither the commissary nor the exchange operation, however, make a profit. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings . . . earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to individual military unit morale, welfare and recreation (MWR) fund accounts.

These so-called MWR activities include arts, hobby and craft shops, recreation centers, sports equipment, athletic activities, child care center, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as gas stations, floral shops, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 14 million customers within their military community. The exchange facil-

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ities are staffed by a workforce dedicated to the basic philosophy of offering good service and value to customers.

Because they are "nonappropriated fund" government activities, the exchange systems do not receive taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over $8.6 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual airmen, soldiers, sailors and marines nearly $200 million for their morale welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: *How many exchange stores are there?*

A: At present, there are 629 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities, such as barber and beauty salons, gas stations, movie theaters, snack bars, optical and floral shops, and other retail-oriented businesses.

Q: *Who pays for exchange stores?*

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases. The approximately 3,800 military people are paid from appropriated funds.

Q: *Who operates military exchanges?*

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force Exchange Service (a joint military command), the Navy Resale System, and the Marine Corps Retail Operations Branch. The Coast Guard and the Department of Veterans Affairs operate their own exchanges.

Q: *Who shops in exchanges?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees, totaling 14 million individuals.

Q: *Why do we need exchanges?*

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: *Do exchanges compete with the private sector?*

A: No. The exchange systems are regulated as to the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: *Why are exchange store prices sometimes higher than "downtown" prices?*

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-30 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES

The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5% surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 237 in the continental U.S.; 95 overseas; 432 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriation (this amounts to just over $600 million a year). All other costs of operation are paid for directly by the military patrons themselves.

Q: *Who operates military commissaries?*

A: Each individual military service branch manages its own commissary store program, with the assistance of

other military and civil agency support elements for finance and accounting, physical distribution and storage.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees, totaling 14 million individuals.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are the only benefit aimed exclusively at the military family.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "where-as commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide) the figure is $69.25; for commercial supermarkets it's $31.52.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

ALA WORLDWIDE DIRECTORY STAFF

Julie Legg, Editor
Herman Marshall, Jr., Associate Editor
Lisa Strauss, Advertising Sales Manager

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At Anheuser-Busch, we've committed ourselves to brewing only the finest beers for more than one hundred years.
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ALA BYLAWS

ARTICLE I

Name, Headquarters and Purpose

(a) The name of this Association is the American Logistics Association. Its headquarters and principal office shall be in the City of Washington, District of Columbia. The Association shall maintain other offices at other places as the Board of Directors may from time to time direct.

(b) The purpose of the Association shall be to promote the activities, interests and objectives of companies and individuals actively engaged in the manufacture, sale and/or distribution of products and services to agencies of the United States Government, such as the Department of Defense and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. The Association shall also pursue such other purposes as are stated in its Articles of Incorporation.

ARTICLE II

General Form of Organization

(a) The affairs of the Association shall be governed by a Board of Directors which shall be composed of thirteen (13) persons, nine (9) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(b), two (2) of whom shall be elected by the membership in accordance with the procedures hereinafter described in Article IV(c), one of whom shall be appointed by the Board of Directors to serve for a term of one (1) year, said appointment by the Board insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board, and one (1) of whom shall be the immediate past president of the Association, who shall serve on the Board of Directors for a term of one (1) year.

(b) The Board of Directors shall, at its first meeting after the annual meeting of the membership, elect from their number a president , a vice president, a secretary and a treasurer. The immediate past president shall serve as Chairman of the Board of Directors. No person shall simultaneously serve in more than one office.

(c) The term of office of each of the officers of the Association shall be for one year or until his successor is elected and shall have qualified, but may not exceed two years for any reason.

(d) The Board of Directors shall have the power to appoint additional officers of the Association upon such terms and conditions as the Board may by resolution prescribe, subject, however, to the provisions of the Articles of Incorporation and these Bylaws. The President shall have the authority to appoint all standing and special committees of the Association. The Board of Directors shall be responsible for the overall policies of the Association.

ARTICLE III

Duties of Officers

(a) The president shall be the chief executive officer of the Association and shall preside at all meetings of the Board of Directors and, subject to approval by the Board of Directors, pursuant to Article II(d), shall appoint the members of all committees not otherwise provided for in these Bylaws.

(b) The Vice President shall, in the absence or disability of the President, perform the duties and exercise the functions of the President. The Vice President shall also exercise and perform such other duties, and have such other functions as the President of the Board of Directors shall from time to time designate. In the event of the death, resignation or permanent disability of the President, the Vice President of the Association shall assume the duties of the office.

(c) The Secretary shall keep the minutes of the meetings of the Board of Directors in books provided for that purpose; shall preserve all records, letters and other documents relating to the affairs of the Association; shall keep in a book provided for that purpose the names and addresses and dates of membership of all members of the Association; and shall perform such other duties as the Board of Directors may from time to time require. He shall sign all agreements made in the name of the corporation and shall afix the corporate seal, of which he shall have custody, to all instruments requiring it. The Board of Directors shall elect at least one Assistant Secretary of the Association. Such Assistant Secretary shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(d) The Treasurer shall receive and account for all of the funds of the Association, and shall render annual statements showing in detail all monies received and the source thereof; all funds disbursed by the Association and the purpose for which the same shall have been expended. The Treasurer shall perform such other duties as may be prescribed by the Board of Directors. If required by the Board of Directors, he shall give bond in such form and with such surety as shall be satisfactory to the Association for the proper and faithful performance of the duties of his office and for the restoration to the corporation in the event of his death, resignation, retirement or removal from office, of all books, papers, vouchers and other property or assets of the corporation in his care or possession or under his control. The premium for such bond shall be paid by the Association. The Board of Directors shall elect al least one Assistant Treasurer of the Association, who need not be a member of the Board of Directors or of the Association. Such Assistant Treasurer shall have such powers and duties as the Board shall from time to time determine, and may be a paid employee of the Association.

(e) The Chairman of the Board shall act in an advisory capacity to the President and to the Board, but shall have no other authority in the direction of the Association.

(f) The Officers and the Board of Directors of the Association shall be entitled to no salary or other compensation for their services as such.

ARTICLE IV

Meetings

(a) An annual meeting of the Industry members, as described in Article V, shall be held during the Association's annual convention in each year at which time the Industry members shall elect by a plurality vote such number of Directors as shall be necessary to fill the vacancies of those Directors whose terms are expiring during the then current year. The annual meeting shall be held in Washington, D.C., or in such other place as the Board of Directors shall designate.

(b) The term of office for nine (9) of the members of the Board of Directors shall be three (3) years, except that, at the first annual meeting after the effective date of this Article IV, the Industry m,embers shall elect a Board of nine (9) members, three (3) of whom shall serve for a term of three (3) years, three (3) of whom shall serve for a term of two (2) years, and three (3) of whom shall serve for a term of one (1) year. Vacancies occurring in the Board of Directors by reason of death, resignation, retirement, disability or removal from office shall be filled by vote of the remaining Directors, and a person or persons so elected shall serve for the unexpired portion of the term for which his predecessor was elected.

(c) Two of the members of the Board of Directors shall be elected by the Presidents of the Chapters of the Association. The President of the Association shall appoint a nominating committee of three (3) Chapter Presidents, whose duties shall be identical to the duties described in Article VIII(a). The Chapter Presidents shall vote prior to the Association's annual convention. The term of office for each of the two (2) members of the Board of Directors elected pursuant to

this paragraph shall be for a term of one (1) year.

(d) Notice of the date, time and place of the Association's annual convention shall be announced to each member at least (60) days prior to the date of the meeting. Such notice shall also include the report of the Nominating Committee.

(e) The order of business to be transacted at the Association's annual convention shall be determined by the Board of Directors prior to the meeting. A quorum for the transaction of business shall be such number of Industry members as are present either in person or by proxy.

(f) Industry members may vote either in person or by written proxy, except that no proxy shall be exercised by a person who is not himself an Industry member.

(g) The Board of Directors shall hold an organization meeting within thirty (30) days after the Association's annual convention at which they shall elect the officers to serve for the ensuing year, elect the Board Member to serve for one year pursuant to Article II(a), and transact such other business as shall be appropriate. Such meeting shall be convened at the call of the President.

(h) The Board of Directors shall meet at least quarterly at a place to be designated by the President with the approval of the Board.

ARTICLE V

Membership

(a) Membership in the Association shall consist of two classes: Industry and Individual.

(b) Industry membership shall be open to those persons, natural or legal, including local chapters of the Association, actively engaged in the manufacturer, sale and distribution of products and services to agencies of the United States Government, such as the Department of Defense, and those other federal agencies and departments active in the procurement or sale of such products and services as are sold in resale outlets or similar activities. Each Industry member admitted to the Association shall be entitled to nominate four (4) persons as representatives to attend seminars, conferences or similar meetings and to receive newsletters, news releases, market data and other materials provided by the Association to Industry members. However, only one representatives of each industry membership is entitled to attend and vote at any meeting of Industry members. The authority of the voting representative of each Industry member shall continue until the Industry member notifies the Association in writing that a replacement has been made. Such representatives shall be eligible to serve on committees of the Association and otherwise be entitled to all other privileges of an Industry member. There shall be no additional dues charges or other assessments made against up to four designated representatives of an Industry member.

(c) As described in Article V(b), each Industry member may designate four (4) persons as representatives, but may only designate one such representative to vote at an Association meeting. Pursuant to the foregoing sentence, as used in this Article, each of the four (4) persons designated by an Industry member shall be referred to as "Voting Industry member." Subject to the exception noted in the next sentence, persons elected to the Board of Directors must be an Industry member or a voting Industry member of the Association. The person appointed by the Board of Directors for a term of one (1) year, pursuant to Article II(a), need not be either a Voting Industry member or an Industry member, but must be a member of the Association. Notwithstanding any other provisions of this paragraph, no person who has served a three (3) year term on the Board of Directors may be re-elected to the Board within two (2) years of the end of the three (3) year term served, and no person may be elected to the Board of Directors if one of the four (4) Industry members from such person's company is already serving on the Board.

(d) All applications for membership for whatever class, shall be in writing, on forms provided for that purpose, and shall be submitted to the Board of Directors. Such applications shall include such information as the Board of Directors shall from time to time prescribe and shall be accompanied by tender of all dues required for such membership. The Board of Directors shall vote on all pending applications for membership at each of its regular meetings, provided however, that renewal applications need not be approved by the Board.

(e) The Board of Directors may from time to time by resolution, elect a person or persons to Honorary or Life membership in the Association. Such membership will entitle holder thereof to the rights and privileges included in the resolution, but such memberships will not entitle recipient to the right to vote as an Industry member.

(f) Industry members of the Association in good standing may, subject to rules and regulations adopted from time to time by the Board of Directors, print upon their labels and stationery the legend "Member of American Logistics Association," provided that the legend shall be so printed as in no way to give the consumer an impression that it is a representation of quality, or that the quality of the product is endorsed by the Association.

ARTICLE VI

Dues and Fees

(a) The Board of Directors shall establish and periodically review the dues structure of the Association.

(b) The Board of Directors may from time to time increase or decrease the dues payable by the members and may determine the amount of other fees and payments by the members from time to time, including, without limitation, the amount of registration and other fees connected with attendance at meetings, conventions or seminars conducted by or under the auspices of the Association. Provided, however, that there shall be no retroactive increase in the dues and no such increase shall be effective until the expiration of the period for which a member shall have paid dues in advance.

(c) Any member who does not pay his or its membership dues or who engages in conduct prejudicial to the Association, or who ceases to meet the qualifications for membership specified in the Bylaws, may be dropped from membership. The Board of Directors may terminate the membership of such member by the affirmative vote of two-thirds of the members of the Board provided, however, that the Board of Directors instead of terminating the membership of such member may have the option of suspending such member for such period of time as the Board may determine. Any Member whose membership has been so terminated or suspended shall have the right to be heard at the next regular or special meeting of the Board of Directors, and to have such termination or suspension reconsidered at that time by the Board.

(d) Any member may withdraw from membership by filing with the Executive Vice President a written resignation which shall take effect immediately upon its receipt. Such resignation shall not, however, relieve the person, firm, partnership, association, or corporation, so resigning from liability for unpaid dues.

ARTICLE VII

Chapters

(a) Additional local chapters, other than those in existence on the effective date of Article VII of these Bylaws shall be organized only upon the approval of the Board of Directors upon such terms and conditions as the Board of Directors may determine.

(b) Upon dissolution of any local chapter or the withdrawal of its chapter, all of its property and records shall be and become the property of the Association.

ARTICLE VIII

Committees

(a) The Board of Directors shall annually appoint a Nominating Committee, which shall consist of not fewer than three (3) members of the Board of Directors, and an equal number of members not on the Board of Directors. The Nominating Committee shall meet at the call of the President and shall, not later than one hundred twenty

(120) days prior to the date of the annual meeting, present its report to the Board of Directors. Such report shall include its recommendations for persons who are to be candidates for election to fill the vacancies on the Board of Directors at the annual meeting pursuant to Article IV(b). In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making the Board of Directors broadly representative of the Association as the membership is reflected on the rolls. The Nominating Committee Report also shall include a statement that all candidates nominated have stated that they are willing to serve on the Board of Directors and assume at least one of the officer positions of the Association. Recommendations for the Chapter President vacancies on the Board shall be reported pursuant to Article IV(c). One candidate shall be recommended by the Board Nominating Committee, for each Board vacancy which shall be voted upon at the annual Meeting of Industry members.

(b) Upon the publication of the report of the Nominating Committee, as hereinbefore described, direct nominations may be made to the Board of Directors. Such nominations shall be in writing, shall identify the person or persons nominated, shall be subscribed by not fewer than twenty-five Industry members of the Association and shall include the written acceptance of the person or persons nominated to serve in the office for which they are nominated. Any such nomination in the possession of the Board of Directors not later than thirty (30) days prior to the date on which notice of the annual meeting is to be sent to the members shall be included in such notice.

(c) The Board of Directors may, by resolution, establish such other standing or special committees as it shall deem necessary for the transaction of the activities and affairs of the Association. Such committees shall have and may exercise such powers and duties as the Board shall from time to time designate.

ARTICLE IX

Accounts

(a) The fiscal year of the Association shall end on the 30th day of June in each year, commencing with the 30th day of June of the first year in which these Bylaws shall become effective.

(b) The accounts of the Association shall be audited not less frequently than annually by an independent auditor, who shall be a Certified Public Accountant, whose report shall be submitted to the Board of Directors at the annual meeting. Copies of such reports shall be sent to each Industry member as soon as practicable after the annual meeting.

ARTICLE X

Publications

(a) The Association may publish such publications or periodicals as the Board of Directors shall from time to time determine.

(b) The Board of Directors shall have authority to determine the format of such periodicals, the advertising rates, if any, therein, and the subscription price thereof to non-members. The Executive Vice President shall have authority to retain or engage any editorial personnel necessary for the publication thereof as shall be deemed necessary.

(c) The Executive Vice President shall be, ex officio, the editor and publisher of all publications of the Association.

ARTICLE XI

Headquarters Staff

(a) The Headquarters of the Association shall be managed by its staff, which shall be under the direction of an Executive Vice President. The Executive Vice President shall have authority to employ such other personnel as shall be deemed necessary to attend to the affairs of the Association, consistent with these Bylaws and with any budgetary limitations imposed from time to time by the Board of Directors.

(b) The Executive Vice President shall have such further powers and duties as the President or the Board of Directors shall from time to time designate. A position description of the authority and responsibilities of the Executive Vice President shall be maintained at Association headquarters.

(c) THe Executive Vice President shall be entitled to attend all meetings of the Board of Directors and meetings of the membership of the Association, but shall have no vote thereat. The Executive Vice President shall not, during the term of his employment as such, be an Industry member of the Association.

ARTICLE XII

Amendments and Quorum

(a) These Bylaws may be amended at any regular meeting or special meeting of the membership of the Association, provided that notice of any proposed amendment shall have been included in the notice of such meeting.

(b) In the absence of such meeting, these Bylaws may be amended by mail ballot, the conduct of which shall be under the procedures as the Board of Directors shall from time to time prescribe.

(c) Any amendment or amendments to these Bylaws whall be effective upon the affirmative vote of a majority of the membership of the Association voting in person, by proxy, or by mail ballot.

(d) A quorum at any meeting of the membership of the Association shall consist of a majority of those entitled to be present, either in person by proxy.

ARTICLE XIII

Indemnification

(a) The Association shall indemnify and hold harmless each person who is now or has been or shall hereafter serve as a director or officer of the Association from and against any and all claims and liability, whether the same settled or proceed to judgement, to which such person shall have become subject by reason of his having heretofore or hereafter been a director or officer of the Association, or by reason of any action alleged to have been heretofore or hereafter taken or omitted by him in such capacity,and shall reimburse each such person for all legal and other expenses (including the cost of settlement) reasonably incurred by him in connection with any such claim, liability, suit, action or proceeding; provided, however, that no such person shall be indemnified against, or be reimbursed for, any claims, liabilities, costs or expenses incurred in connection with any claim or liability, or threat or prospect thereof, based upon or arising out of his own willful misconduct, in the performance of his duties as such director or officer of the Association. The determination of all questions as to the existence of willful misconduct, and as to the right to indemnity and reimbursement hereunder and the reasonableness of such costs and expenses may be made, and shall be final and conclusive if made by the Board of Directors of the Association acting at a meeting at which a quorum is unaffected by self-interest notwithstanding that other members of the quorum present but not voting may be so affected. The rights accruing to any other person under the provisions of this Article XIII shall not exclude any other right to which he may be lawfully entitled, nor shall anything herein contained restrict the right of the Association to indemnify or reimburse such person in any case even though not specifically herein provided for.

ALA CODE OF ETHICS

I. Integrity of Membership

A. It shall be a violation of this Code for a member of this Association to make a false statement or fail to disclose a material fact in connection with his membership in this Association.

B. It shall be a violation of this Code for a member of this Association to (1) circumvent these rules through actions of another; (2) engage in illegal conduct; (3) engage in any conduct involving dishonesty, fraud, deceit or misrepresentation.

II. Confidences and Secrets

A. It shall be a violation of this Code for a member of the Association to reveal a confidence or secret of his employer or principal. As used herein, a confidence or secret refers to information gained as a result of employment or agency that the member of the Association knows or has reason to believe the disclosure of which would be embarassing or would be detrimental to the employer or principal.

B. It shall be a violation of this Code for a member of this Association to use a confidence or a secret of an employer or principal to the disadvantage of the employer or principal.

III. Conflicts of Interest

A. It shall be a violation of this Code for a member of this Association, except with the consent of his employer or principal, to accept employment or serve as an agent if the exercise of his professional judgment on behalf of his employer or principal will be, or reasonably may be, affected by his own financial, business, property or personal interests. Nothing in this Code shall prohibit a member of the Association from employment on a contingency or a commission basis. It shall, however, be a violation of this Code for a member of this Association to enter a business transaction with an employer or a principal if the member has differing interests therein and if the employer or principal expects the member to exercise his professional judgment; however, such business transaction is permissible when full information concerning any potential conflict of interest has been disclosed to the employer or principal, and said party consents thereto.

B. It shall be a violation of this Code for a member of this Association to accept or continue employment if the exercise of his professional judgment will be or is likely to be adversely affected by his employment or representation of another party, except to the extent permitted under Rule III C.

C. A member of this Association may represent multiple employers or principals if it is obvious that he can adequately represent the interests of each.

IV. Avoiding Influences by Others

A. It shall be a violation of this Code for a member of this Association to accept compensation for his services from anyone other than his employer or principal. As used in this rule, compensation shall include any thing of value and shall include all emoluments, gratuities or rewards.

B. It shall be a violation of this Code for a member of this Association to give or cause to be given any compensation or thing of value to any person to influence such person's judgment with respect to the activities of the said member, his principal or employer.

V. Performance of Contracts

A. It shall be a violation of this Code for a member of this Association to fail intentionally to carry out a contract for the delivery of goods or services to an agency or department of the United States government, or any other party.

B. It shall be a violation of this Code for a member of this Association to aid or participate in a contract or agreement that he believes to be unlawful.

C. It shall be a violation of this Code for a member of this Association to accept a contract for the delivery of goods or services when such member knows or has reason to know that he, his principal, or employer is not competent to accept such an undertaking.

ALA NOMINATING PROCEDURES

ALA's Board of Directors

9 Members elected by membership
1 Appointed by Board
1 Immediate Past President
2 Elected of Chapter Presidents

Nominating Committee

Nominations to the Board of Directors are contributed to the Nominating Committee in a number of ways:

1. Candidates proposed by members of the Nominating Committee
2. Members who volunteer themselves as potential nominees
3. Candidates proposed by other members.

The Nominating Committee which is appointed by the Board of Directors in accordance with Article VIII of the Bylaws shall be composed of no less than three members of the Board of Directors and at equal numbers of members not on the Board. The Nominating Committee must meet no less than 120 days prior to the annual meeting. One candidate for each of the three vacancies which occur through normal term expirations will be made.

Nominations by the Membership

Upon publication of the report of the Nominating Committee additional candidates may be made part of the ballot when no fewer than 25 Industry members of the Association subscribe to the candidacy (and the candidate accepts) and this candidacy is provided to the Board of Directors 30 days prior to the official announcement of the annual meeting. In other words, these petitions must be received no less than 90 days prior to the annual meeting.

Appointment by Board Directors

In addition, in accordance with Article II, the Board of Directors is required to appoint an additional Director for one year "insofar as possible to reflect members of the Association not otherwise or inadequately represented on the Board." The remaining Board position is filled by the Immediate Past President of the Association or an appointee to complete the total of 13.

Chapter Representatives

Two Chapter representatives are elected for one year terms, by the Chapter Presidents.

About Candidates

The Bylaws state: (article VIII(a)) "In selecting candidates for election to fill vacancies on the Board of Directors, the Nominating Committee shall give primary consideration to making Board of Directors broadly representative of the Association as the membership is reflected on the roles."

Adiós, amigo.
O.J.'s crossed the border
to Premium Black.

Bacardi Premium Black.
One sip, and you'll know why.

ALA 1988–89 BOARD OF DIRECTORS*

PRESIDENT
Ralph Gaillard
R.J. Reynolds Tobacco Co.

VICE PRESIDENT
Pat Manzione
Colgate-Palmolive Co.

SECRETARY
Peggy Barry
S & K Sales Co.

TREASURER
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ASSISTANT TREASURER
Martin F. Murphy
Noxell Corporation

CHAIRMAN OF THE BOARD
Richard E. Scott
Johnson & Johnson

CONVENTION CHAIRMAN
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C. Lloyd Johnson Co., Inc

DIRECTOR
Evan Singer
Phil Singer Associates, Inc.

EXECUTIVE VICE PRESIDENT
A. Kolbet Schrichte
American Logistics Association

*Terms of office for several members of the 1988–89 Board of Directors expire on October 25, 1989. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1989–90 Board of Directors will be announced.

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Executive Vice President

Bill Irwin
Director of Operations

Carol Bok
Director of Government Relations/ Exchange Affairs

Alan Nissalke
Director of Government Relations/ Commissary Affairs

Norma Fahy
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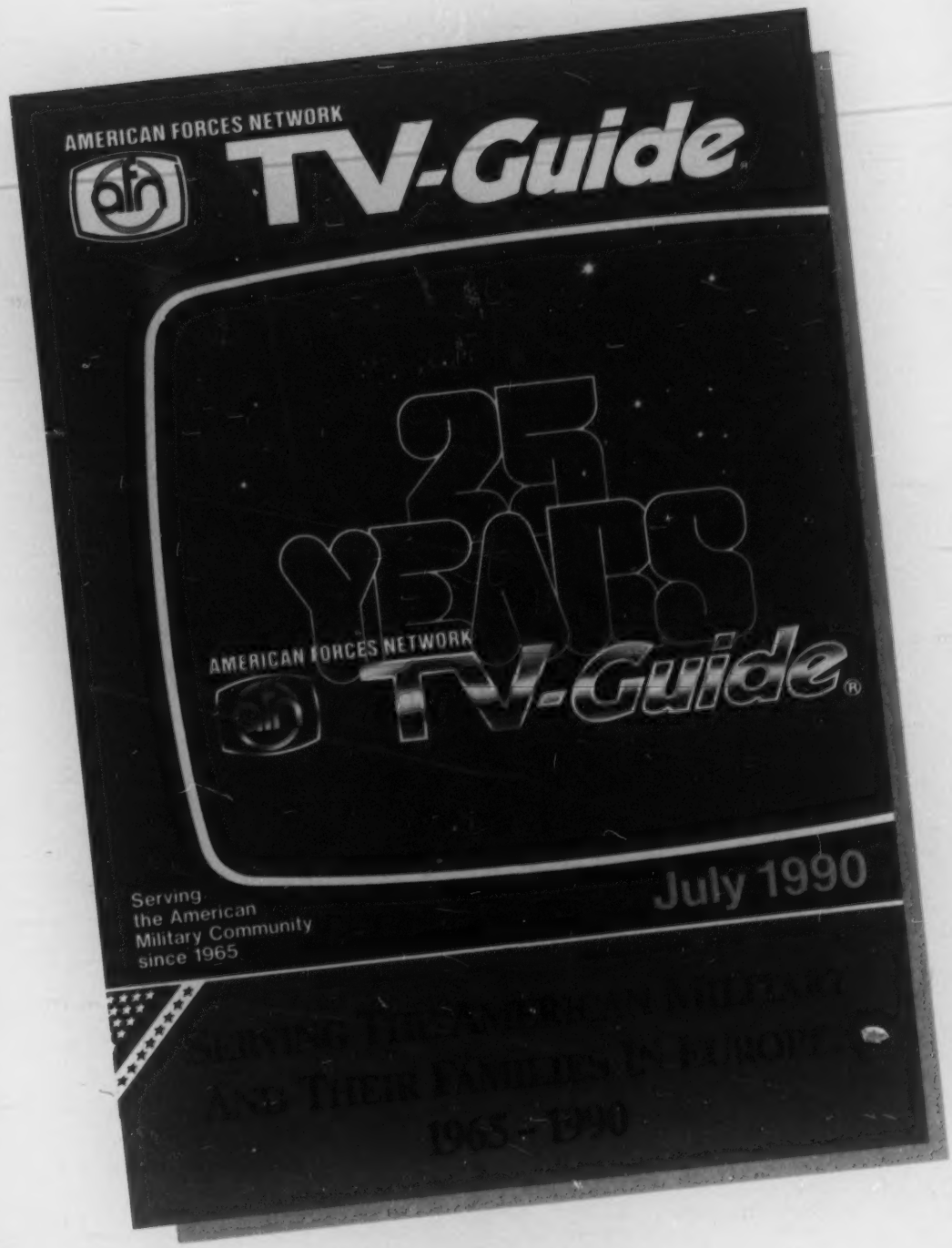

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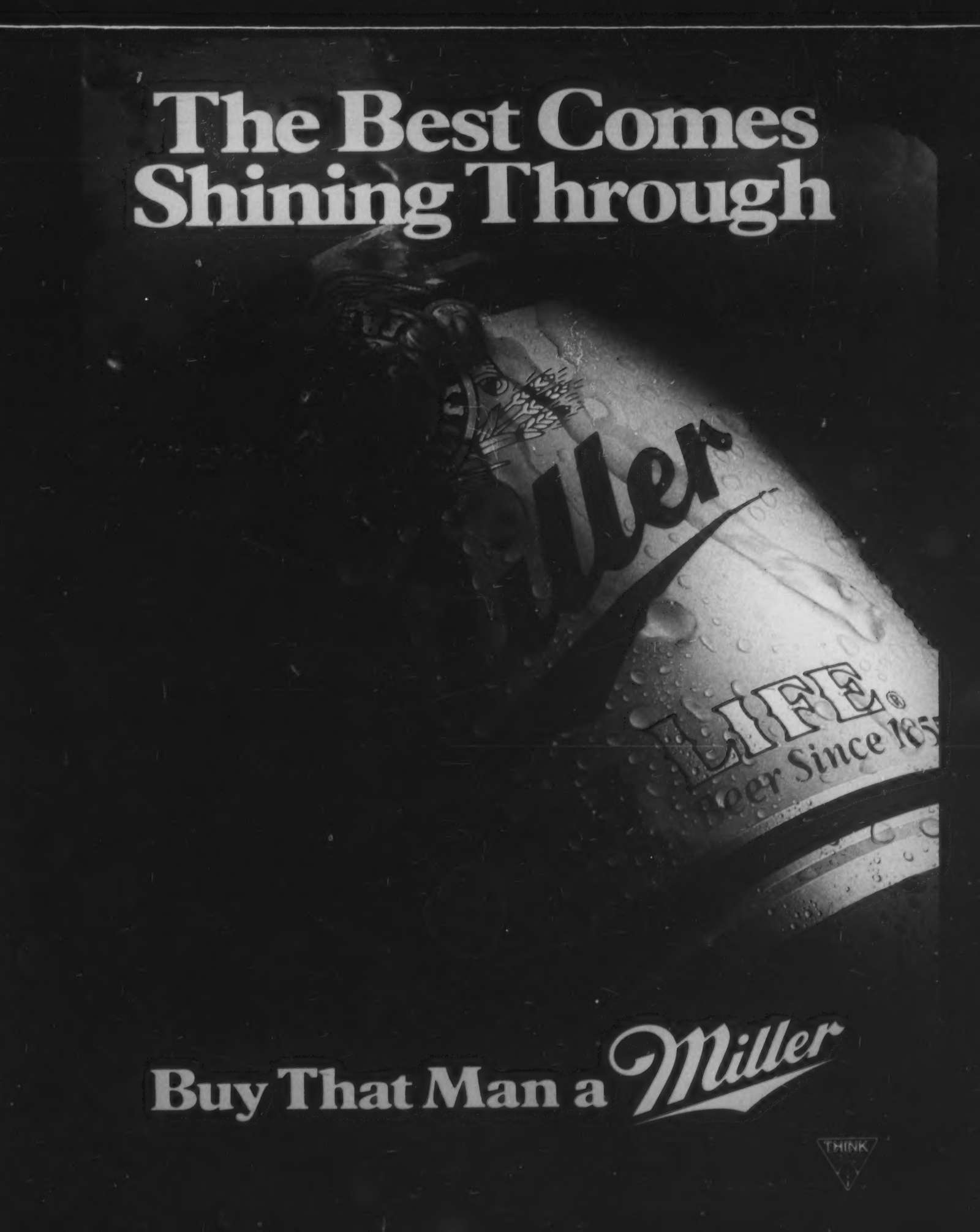
Current as of August 14, 1989.

The Best Comes Shining Through



Buy That Man a Miller

THINK

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3M/Consumer Products Group

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The Quaker Oats Company

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Mark Chism
Scrivner, Inc.

Laura Dixon
Dixon Marketing, Inc.

Jerry Jared
Military Distributors of VA

Vince Kaleel
JFC International, Inc.

Bill Butchko
Del Monte Corp.

Don Spilman
Harold Stein and Associates

Neil Larson
Tidewater Wholesale Grocery Co.

Tony Schuler
Procter & Gamble Dist. Co.

Alan Nissalke
ALA Liaison

ELECTRONIC DATA INTERCHANGE MILITARY REPRESENTATIVES

William Wallace
AAFES

John Madar
Dan Piszcz
USATSA

Christopher Berger
AFCOMS

CDR James DeLorenzo
Dreux Daumer
DPSC

Vic Culp
MWRSPTACT

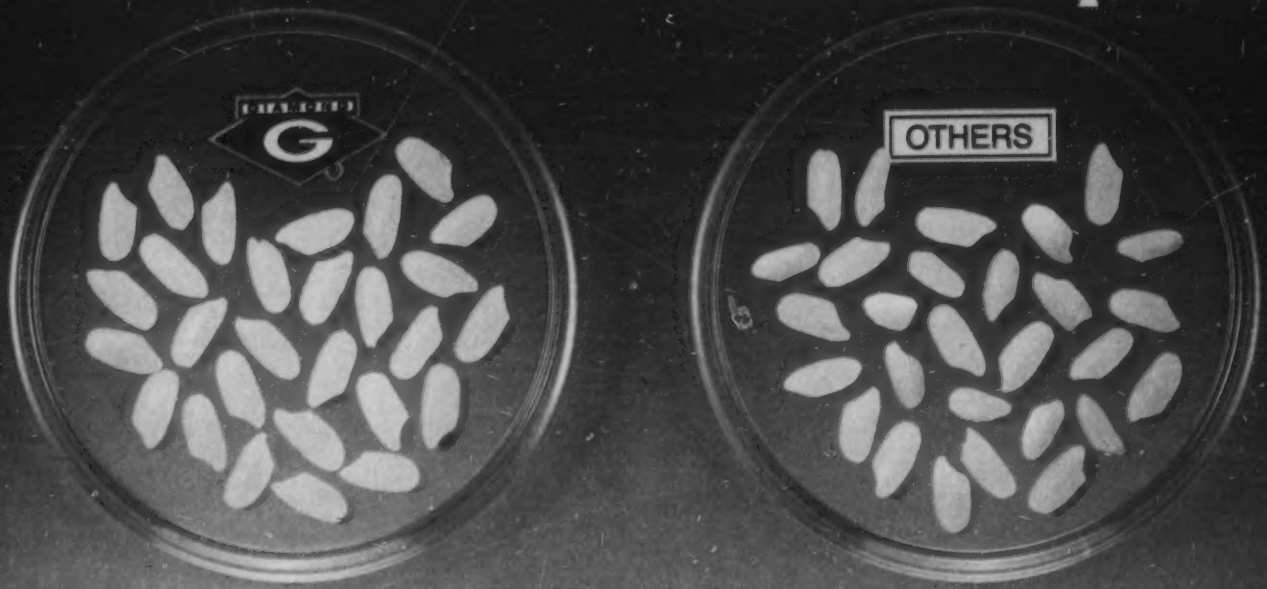
Joseph Jeu
USMC Commissary System

Michael Dore
NAVRESSO

Todd Friedeman
ALA Liaison

Current as of August 31, 1989.

All rice is not created equal!



The difference is obvious:
Each grain of Diamond G Calrose rice is bred, grown,
and processed to deliver top-quality flavor and appearance.
We're consistently better, that's why we're #1 in sales.
Your customers will recognize the difference.

U.S. No. 1 *Extra Fancy*

Harold S. Stein & Associates
2658 Bridgeway, Sausalito, California 94965 (415) 332-6651
Processed and milled by Farmers' Rice Cooperative
Sacramento, California. S.B. 10-500-487

FARMERS' RICE COOPERATIVE

ALA BROKER, DISTRIBUTOR & MEDIA MEMBERS

Brokers & Manufacturers' Representatives

Bay Colony Marketing Co., Inc.
Bisek and Company, Inc.
Brigade Brands, Ltd
C. Lloyd Johnson Co., Inc.
CB Sales, Inc.
Century Sales, Inc.
Clites Marketing & Services
Columbus Show Case Co.
Creative Military Sales, Inc.
D & S Sales Company
David W. Muncey, Ltd.
DBS Marketing
Dick Hughes & Co., Inc.
Dixon Marketing, Inc.
Donald W. Dickerson, Inc.
Emborg Foods GmbH
Emco Sales Company, Inc.
Eurpac Service, Inc.
Food Specialties Associates
Forecast Marketing
Francois L. Schwarz, Inc.
Gateway Marketing, Inc.
George E. Abbott & Co., Inc.
Harold S. Stein & Associates
Hash Mark Associates, Inc.
Highplains Marketing Services, Inc.
J. D. International
J. T. Hervey & Associates Inc.
Joan M. Johnson Co.
John K. Kealy Company
K N R Military Sales, Inc.
L. J. Elkin, Inc.
Loyal Trading Int'l, Ltd.
M. J. Daniel Company, Inc.
Midwest Military Brokers, Inc.
Milbrands, Inc.
Mission Foods
Mohawk Marketing Corporation
Myport II Associates, Inc.
Nakielny Sales Associates, Inc.
Overseas Service Corp.
Pamco Enterprises
Phil Singer Associates, Inc.
Rampart Marketing, Inc.
Reese Brokerage Co.
S & K Sales Co.
S. Schwartz Sales, Inc.
Sarvis, Inc.
Southern Military Sales, Inc.
Sy Abzug & Company, Inc.
T. Braden Sweetman & Assoc.
Tomlin Marketing
Trans-European Marketing, Inc.
W. D. Warren Company
Waverly Group, Inc.
Webco USA, Inc.
Western Military Sales, Inc.

Distributors

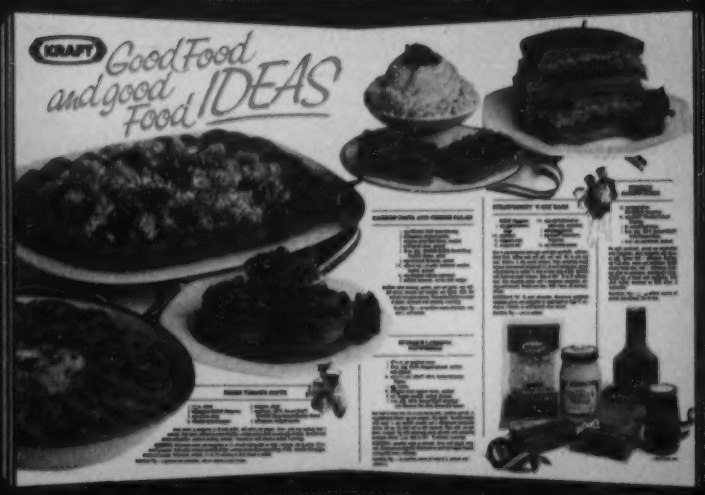
AGS Foods, Inc.
Alder Food Distributors
Amextra, Inc.
Art Dykstra Sales, Inc.
Avoyelles Whlse. Gro. Co. Ltd.
B. Green & Company, Inc.
Bethel Eckert Enterprises Inc.
Bluebird Distributing Co.
Boudreaux Distributing, Inc.
C & C Distributors, Inc.
C & S Wholesale Grocers, Inc.
C. B. Ragland Company
C. Forster GmbH
California & Washington Co.
California Pacific Associates
Chalmers' Distributors, Inc.
Coastal Pacific Food Distributors
CWO Distribution, Inc.
D.L.I.C., Inc.
Daymark Incorporated
Designline
Fast Food Co., Ltd
Flash Steak Company, Inc.
Fleming Companies, Inc.
Florida/Southeast Frozen Foods
Front Range Distributors, Inc.
Goebel United States
Hubert Company
Independent Grocers, Inc.
International Beauty Systems, Ltd.
Jillson Distributors, Inc.
Johnson Bros. Distributors, Inc.
Lewis Bear Company
Market Wholesale Grocery Co.
Military Distributors of Virginia
Military Distributors, Inc.
Nalley Fine Foods
Nash Finch Company
National Industries for the Blind
Overseas Military Sales Corp.
Pantry Shelf, Inc.
Post Sales & Service, Inc.
Ramfjeld & Company, Inc.
Rand's, Inc.
S. Prawer & Company
Scrivner, Inc.
Select-Sysco Foods, Inc.
Service Deli, Inc.
Sharoff Food Service, Inc.
Sharp's Distributing Company
Spilman Company, Inc.
Sterling Downey Sales Co., Inc.
Super Valu Stores, Inc.
Super Valu Stores (Albuquerque)
Super Valu Stores (Atlanta)
Super Valu Stores (Anniston)
Super Valu Stores (Bismarck)
Sweeney and Company
Sysco Military Distribution
Thomas & Howard Company
Tidewater Wholesale Grocery
Tony Ingoglia Salami & Cheese
Tri-State Wholesale Assoc. Grocers
Tyler & Simpson Co.
Ultimate Foods, Inc.
West Coast Grocery Company
Western Distribution Services
Western Pacific Foods
Wetterau Incorporated
Winter Hill Frozen Foods

Media

3M/Media Networks, Inc.
Ad Sales Military, Inc.
AFN TV-Guide
Andrews/Mautner, Inc.
Armed Forces Communications
Army Times Publishing Company
Bunker & Bunker Corp.
Cass Communications, Inc.
DHC-Werbung GmbH
Electronic Advertising Systems
Executive Business Media, Inc.
Family Magazine
LaSalle Group, Inc.
Marketsource Corp.
Military Lifestyle Magazine
Military Media, Inc.
Off Duty Publications
Pacific Stars and Strips
Pedone & Partners
QLM Associates, Inc.
R &R Communications, GmbH
The Drummers
William Bennett Associates

Note: For more detailed information about these companies and the services they provide, see **"ALA Industry Members,"** pages 35–66
Current as of August 31, 1989.

good food ideas make



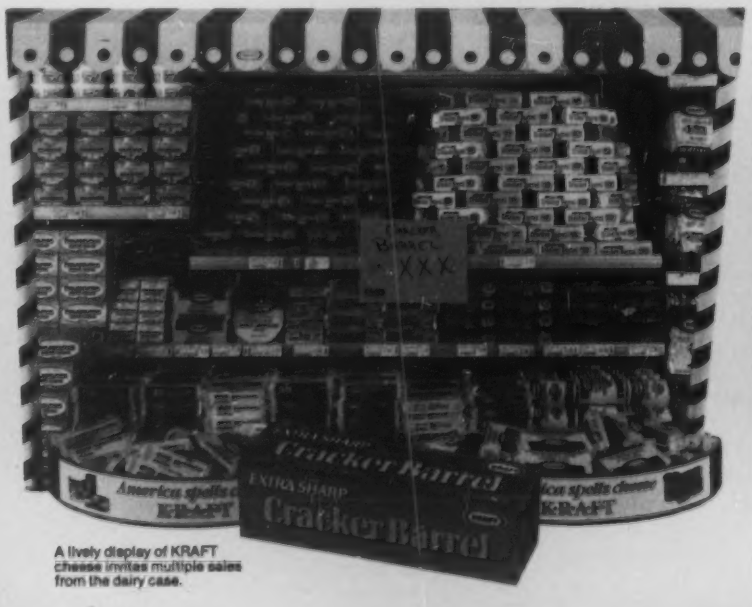
KRAFT gives you a complete program of good food ideas...

Good Food Ideas

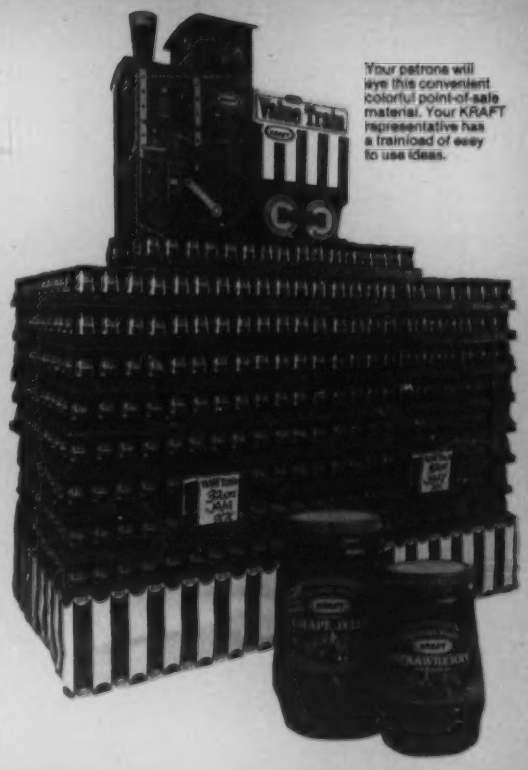
Recipe ideas in consumer ads will send customers shopping to your aisles for KRAFT and related products. Show them colorful point-of-sale displays to simplify their selections.

Good Food Results

- Satisfied customers
- Increased sales of good-tasting
- Good will for your entire store from your KRAFT representative



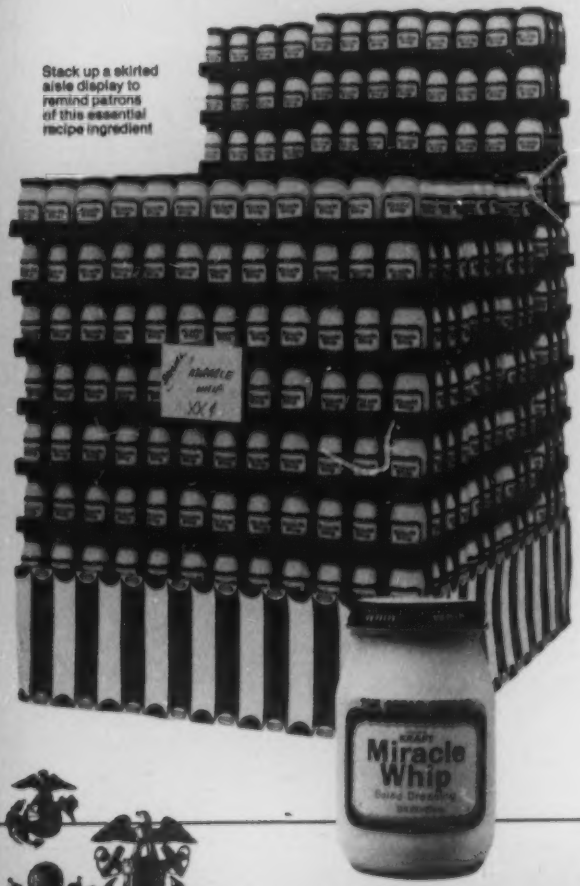
A lively display of KRAFT cheese invites multiple sales from the dairy case.



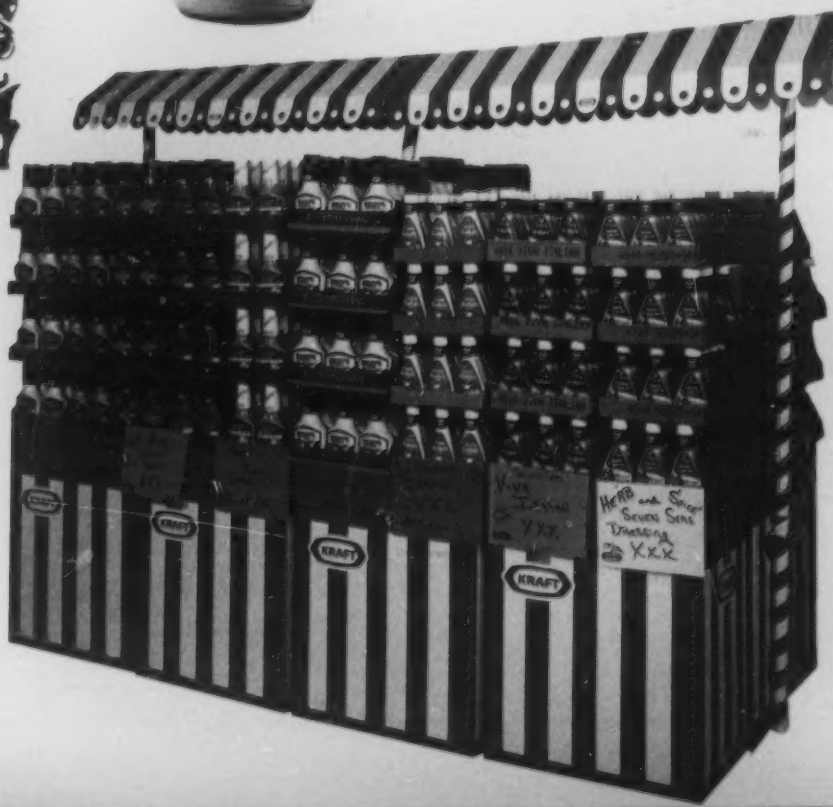
Your patrons will eye this convenient colorful point-of-sale material. Your KRAFT representative has a trainload of easy to use ideas.

good display ideas

Stack up a skirted aisle display to remind patrons of this essential recipe ingredient



Recipe is simple to make and quick to add impluse sales in your dairy case with this convenient shredded cheese display



Pour it on with an exciting display like this.

KRAFT

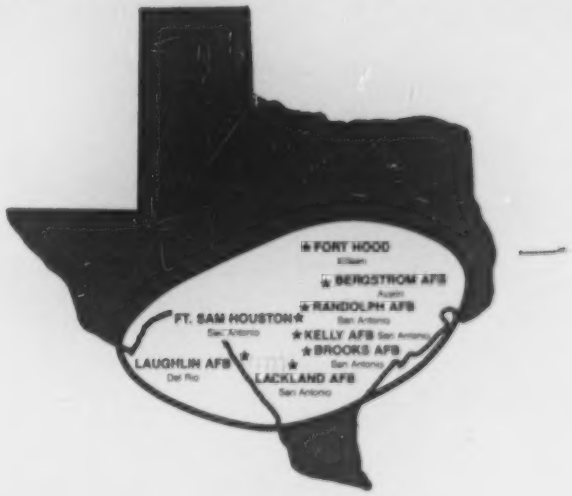
KRAFT for good food and good food ideas.

©1988 Kraft, Inc.

Sterling Downey SALES CO. INC:

A Complete Storage & Delivery Service for the Military

Professionals serving 8 South Texas commissaries
with frozen, dry, and refrigerated products for 26 years.



The First 100% Commissary Distributor in the Nation. 1963-1989

Unequaled in service and averaging 98.5% completion on all orders turned in.
Clean and precise paperwork with fully extended delivery tickets for fast collection.
One of the largest cold storage plants in the nation dedicated solely to commissaries.

As a professional commissary distributior, we invite inquiries from professionals serving the commissaries with food products and related items.

Eddie Schimmel Linda Piland Brent D. Downey Sterling Downey Robert S. Downey

Sterling Downey

A Complete Storage & Delivery Service for the Military

SALES CO. INC:

4954 Space Center Drive
San Antonio, Texas 78218
(512) 661-8266
FAX # (512)661-7009

OKAY, YOU'RE ON BASE NOW. WHERE DO YOU NEED TO GO?

You're on a typical military base. Several thousand active-duty personnel work here, about 12% of them women. More than half the military are married, averaging 1.5 children per household. And there are several hundred civilians employed on base, many of them retired military. It's a self-contained market with 100% employment and unique privileges.

This community has medical facilities and day care centers for working parents. Theaters, clubs, campgrounds and sports facilities for recreation. And the military's unique commissary, exchange, shoppette and package stores for shopping convenience. They get the lion's share of the military's disposable income.

It's *right on base* where your products and services must be promoted in order to sell this market.

OFF DUTY's distribution system reaches out to customers *everywhere* on base.

OFF DUTY magazine provides the coverage, everywhere on base. With pinpointed door-to-door delivery in family housing areas by the on-base Boy Scout troop, plus individual on-request deliveries to high-traffic distribution points elsewhere on the military installation.

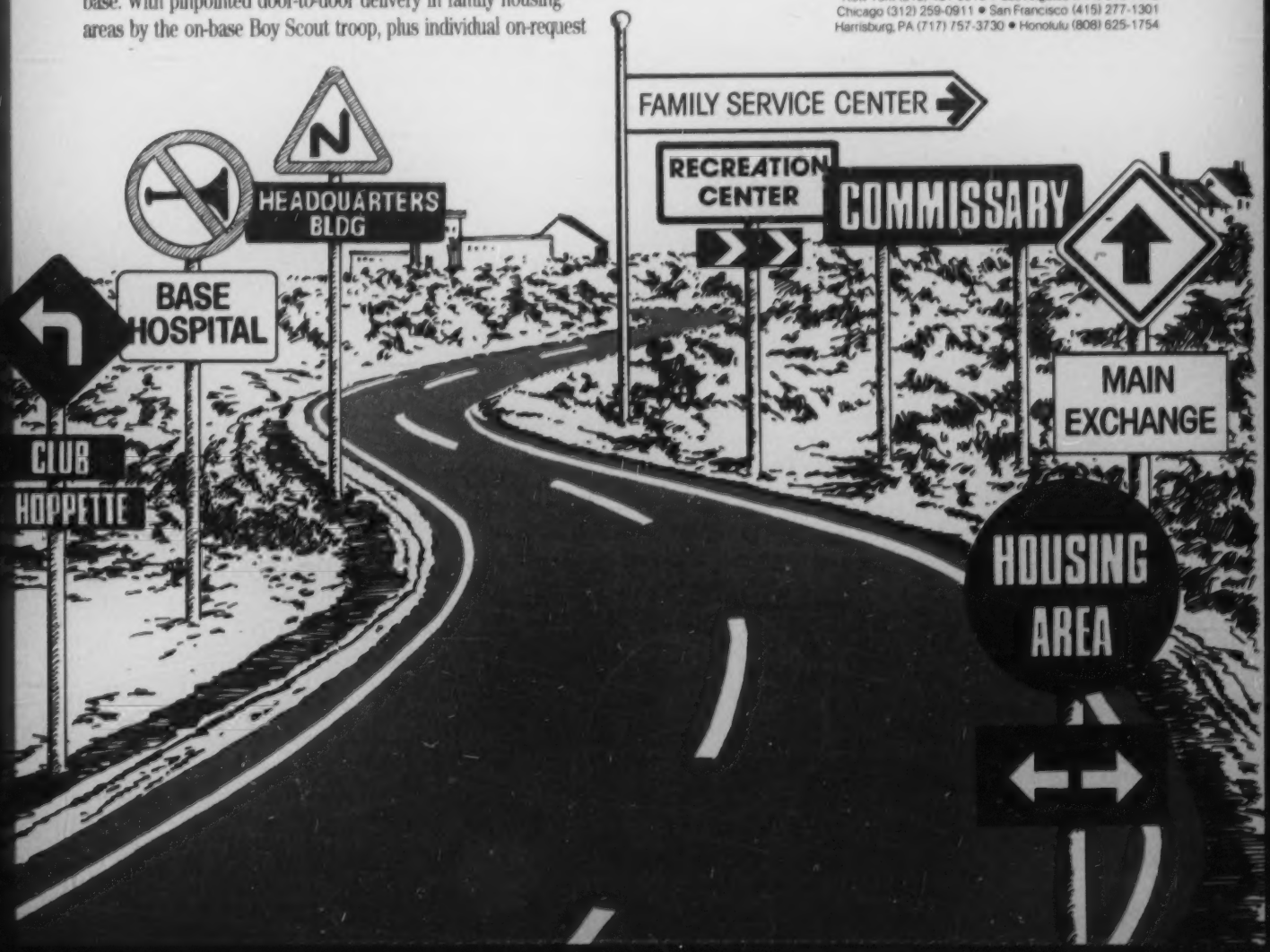
No other magazine in America can match OFF DUTY/America's military coverage. Reaching 502 military bases and facilities in the U.S.A., with military housing distribution at 204 bases. And 3,386 individual deliveries to on-base outlets.

OFF DUTY/America reaches everywhere. To deliver your sales message to military consumers. To get it to them no matter where they are. And to attract them to on-base commissaries and exchanges.

All to get *you* where you need to go.

off duty®
THE MILITARY LEISURETIME MAGAZINE

New York (212) 481-9010 • Los Angeles (714) 549-7172
Chicago (312) 259-0911 • San Francisco (415) 277-1301
Harrisburg, PA (717) 757-3730 • Honolulu (808) 625-1754



THE ONE WORD SOLUTION TO TODAY'S MILITARY SHELF STOCKING CHALLENGE:

POWERFORCE

Shelf stocking at military commissaries and exchanges is a continuing challenge for manufacturers, brokers and distributors alike.

But it doesn't have to be.

Powerforce, the nation's leading source of part-time retail sales merchandisers, now provides complete stocking programs to military brokers, manufacturers and distributors that service commissaries and exchanges.

Powerforce is the Employer

We are the stockers' employer. This means that while you continue to manage and control your stockers, we assume full responsibility as the employer regarding hiring, handling payroll, I-9 verification, Federal, State and local tax deductions, workers compensation payments, year-end W2 forms and all other employer-related administrative functions.

But that's not all. *Powerforce* also:

- Takes care of any stop payments and wage garnishments issued by proper sources for stockers.
- Custom designs and supplies stockers with in-store reports
- Provides client billing reports that track stocker activity by military base and sort by stocker and principal.

These and many other advantages of using ***Powerforce*** services for commissary stocking and exchange coverage mean that you save time, expenses and administrative headaches.

*Find out more how **Powerforce** can improve your vendor stocking program.*

For more information, contact Wayne McClay at (312) 923-7810.

POWERFORCE

303 E. Ohio St.
Chicago, IL 60611

Visit us in our hospitality suite at the ALA Convention.

LEADERSHIP.

PEOPLE, PRODUCTS AND PROGRAMS

As the leading supplier of food and beverages to the military resale systems worldwide, General Foods understands leadership and the qualities needed to earn the right to lead.

PEOPLE . . .

A dedicated team of sales professionals determined to understand your needs, be idea generators and problem solvers, and provide dependable service.

PRODUCTS . . .

An array of market-leadership brands that represent quality *and* value to patrons everywhere.

PROGRAMS . . .

Sales-building promotions and events designed to earn us Master Merchandiser recognition while providing you increased effectiveness and productivity.

Whatever your need, we welcome the opportunity to serve. Call your General Foods Military Sales representative on the

Master Merchandiser hotline:
Collect (914) 335-2025

MILITARY SALES

GENERAL FOODS

MASTER MERCHANDISER

THE FIRST FAMILY OF CAR CARE.

If you carry *any* automotive appearance chemicals, one name has to be at the top of your list: Armor All, the first family of car care.

Armor All® Protectant, Car Wax, Car Cleaner and Car Wash have earned overwhelming consumer confidence. With just a few hardworking SKU's, Armor All has the fastest moving products in the category. In fact, they generate nearly 40% of appearance chemical sales!

To make this year's sales more explosive, we're supporting the family with over $20 million in advertising and promotional clout—each product to receive its own network television exposure.

All you have to do is make sure your shelves are well stocked and your displays are set. You'll discover that the key to profitability in your automotive section is all in the family.

ARMOR ALL
PROTECTANT

© Armor All Products Corporation, 1989. Armor All is a registered trademark of Armor All Products Corporation.

ALA INDUSTRY MEMBERS

How to use this listing: This membership listing provides a complete roster of all American Logistics Association Industry Members and up to four individuals, the maximum allowable, designated by each company as their "corporate umbrella" members. The listing is current as of August 31, 1989.

Since "corporate umbrella" members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the Index to ALA Members, pages 69–164, where these and all other categories of ALA's membership are alphabetically listed. The Index to ALA Members will also indicate individuals' ALA Chapter affiliations, where applicable. This Industry Members listing also indicates DLA-assigned Supply Bulletin Contract numbers in the 10–500 and 10–600 series for ALA member manufacturers and suppliers, where applicable. The numbers are shown as either "SB 10–500–000" or "SB 10–600–000", with the last three digits being the supplier's assigned brand name contract number.Provided also is a brief description of the products, services and special capabilities of ALA Industry members serving military and government resale and troop subsistence activities worldwide. The Voting Member for each company holding current ALA membership is shown in *italics*.

3

3M/CONSUMER PRODUCTS GROUP
3M Center, Bldg. 223–4S-01
St. Paul, MN 55144-1000
(612) 736-3031
FAX: (612) 736-7142
Paul O. Bierhaus
Arnold Brown
Chuck Carnes
Norman Hill
Scotch tape, Post-it, Fabric Protector/Cleaner, Energy Insulation Products,Sandpaper, Scotch Brite Products, Electrical Connectors, Dust Masks, Buf-Puf, CAL-Sup, cold packs, Health Aid Products, First Aid Tapes, Photographic Film, Angler Fishing Reels, Bow Magic.
SB 10–500–013

3M/MEDIA NETWORKS, INC.
530 Fifth Avenue
New York, NY 10036-5101
(212) 536-7846
Cheryl Trinka
Robert Schailey
A subsidiary of 3M providing military advertising in men's and women's national consumer magazines to corporations wanting to reach the overseas members of the armed forces and their families in their homes by means of APO and FPO addresses.

A

A&W BRANDS
Suite 220
102 Decker Court
Irving, TX 75062
(214) 541-0660
Gil Thomas
Larry Law
Bob Whiting
Rich Clarke
Distributor of A&W Root Beer, Cream Soda, Vernors, Squirt, and Country Time Ready-To-Drink Lemonade to military commissaries and exchanges worldwide.

A. H. ROBINS COMPANY, INC.
3800 Cutshaw Avenue
P.O. Box 6235
Richmond, VA 23230-0235
(804) 257-2776
Joyce L. Wilson
Stephen P. Mitchem
Robitussin Cough Syrup (Regular, DM, PE, CF 4-oz. and 8-oz.), Night Relief, Dimetane Extentabs, Dimetapp Elixir, Dimetapp Tablets, B Complex Vitamins, Chap Stick Lip Balm, Donnagel, Dimetapp Extentabs, Dimetapp Plus, and Chap Stick Petroleum Jelly Plus.
SB 10–500–127

A.L. BAZZINI CO., INC
339 Greenwich Street
New York, NY 10013
(212) 334-1280
(800) 228-0172 (Except NY)
FAX: (212) 941-5840
George Pappas
Rocco Damato
JoAnn Marino
Import and export of snack dried fruit/nuts and confections to gourmet trade and food service, gift shops, schools and super markets.

AAI/DANAL
11 Maple Street
North Providence, RI 02911
(401) 231-3800
TELEX: FEMIC 6814161
R. L. Phipps
Gerald Cerce
Jack Flynn
Dan Triangolo
Fashion costume jewelry and small leather goods.

ACME BOOT COMPANY, INC.
P.O. Box 749
Clarksville, TN 37040
(615) 552-2000
Craig Cummings
Mike Vogel
Chuck Truckenbrodt
Manufacturer of Corcoran Military Boots, Western Boots, and casual footwearunder the Acme, Dingo, Dan Post, and Lucchese brand names.

AD SALES MILITARY, INC.
179 Davidson Avenue
Somerset, NJ 08873
(201) 469-1022
Betty Foley
Ronda Kahn
Publishers of full page advertising inserts in the overseas ABC audited circulation of Soap Opera Digest, Good Housekeeping, Cosmopolitan, Redbook, Esquire, Sports Afield and Popular Mechanics magazines.

AFN TV-GUIDE (International Publications)
Waechtersbacher Strasse 89
D-6000 Frankfurt/Main 61
West Germany
Tel: (069) 420-9600
Telex: 414500 (inpub)
FAX: (069) 4209 6042
Mary-Michaele Brooks
Robert E. Beltz
Paul Leonard
Tony Moore
Monthly television and radio program guide and general interest magazine for the American Forces in Europe. Circulation: 170,000 copies. Distributed on military installations in Germany (to include Berlin) United Kingdom, Benelux and throughout Mediterranean. Also publishes SPORT Overseas Military Edition and AUTO Magazine.

AGS FOODS, INC.
P.O. Box 828
Calimesa, CA 92320
(714) 797-0101
Pat Amistadi
Martha Amistadi
Dennis Parrell
Gary Schindler
Sue Paver
Les Simpson
Specializing in delicatessen and bakery programs offering all aspects of management, logistics, personnel, and know how to run full service Delicatessen, Hot Bake-off Bakeries, Hot Food and Entree programs, fresh pizzas and soft serve yogurt worldwide.

AKM DISTRIBUTING COMPANY, INC.
10790 N. Stemmons Freeway
P.O. Box 20762
Dallas, TX 75220
(214) 350-7814
(800) 527-5125
Ken McLellan
Carolyn McLellan
Manufacturers of health and beauty aids, vitamins, nutritional supplements and various HBA products. Manufacturers of Hill Country Naturals.
SB 10–500–471

ALASKA TRAFFIC CONSULTANTS, INC.
2214 4th Avenue S.
Seattle, WA 98134
(206) 682-2817
FAX: (206) 682-6804
Bruce Swenson
John F. Bloomquist
Richard L. Kaas
Patrick Crosby
Freight forwarder and consolidator since 1956. Distribute products from continental US (Seattle Terminal) to Alaska, including freezer, chill and dry transportation service to the Alaska military commissaries.

ALBERTO-CULVER
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3000
TELEX: 72–1478
Karl Lape
Mike Barham
Dave DeTomaso
We manufacture and market HABA as well as grocery and household products tocommissaries and exchanges through our broker, S & K Sales. Brand names include Alberto, VO5, FDS, TCB Ethnic Hair Care Products, Consort Men's Hair Care Products, Mrs. Dash Salt Alternative Products, Sugar Twin, Static Guard, and Molly McButter.
SB 10–500–457

ALDER FOOD DISTRIBUTORS
Box 258
Westwood, MA 02090
(617) 551-0099
FAX: (617) 551-0146
Paul M. Keating
Paul M. Keating, Jr.
John B. Young
Perishable distributors (fresh & frozen) to commissaries - USA, East Coast, Europe and England. We supply fresh and frozen fish, chicken and meat to commissaries in the USA, England and Europe.

ALL AMERICAN GOURMET
1100 Town n Country Rd.
Suite 1100
Orange, CA 92668
(714) 667-0229
FAX: (714) 667-3809
Terry Italia
John Donnelly
Leading manufacturers of the frozen food line of Budget Gourmet Entrees, Budget Gourmet Slim Select Entrees, Budget Gourmet "Three Dish Dinners," Budget Gourmet Side Dishes, Budget Gourmet Supersize and Kraft Entrees.
SB 10–500–676

ALPAC CORPORATION
Pepsi-Cola/7-Up Bottling
Company of Honolulu
815 Waiakamilo
Honolulu, HI 96817
(808) 848-1777
Carl G. Behnke
Scott Vergien
Lee Leake
Wade Reece
Manufacturers and distributors of national brand soft drinks, Pepsi family, 7-Up, Slice flavors, Mug Root Beer, Canada Dry, Hawaiian Punch, Alaska, Seattle, Hawaii, Western Pacific.

AMERICAN CYANAMID COMPANY
Shulton, Inc. U.S.A.
Lederle Consumer Health Products
697 Route 46
Clifton, N.J. 07015
(201) 340-5751
FAX: (201) 340-6170
J. Martin Cuddyre
Jack Brothers
Joseph Garrigan
Robert Hitzel
J. Fred Pace
Representing: Shulton men's and ladies' toiletries; Breck Hair Care; Thrive Men's Thinning Hair Program; Household Products—Pine-Sol Disinfectants; Combat Insecticides; Lederle Consumer Health Products—Centrum, Centrum, Jr's, Stresstabs, Caltrate, Fibercon.
SB 10–500–465
SB 10–500–359A
SB 10–500–359B

AMERICAN GREETINGS CORPORATION
10500 American Road
Cleveland, OH 44144
(216) 252-7300
FAX: (216) 252-6772
TELEX: 980371 AGC CLD
Dick Schulte
Mark Kreymborg
Ron Sosenko
Larry Neuhoff
Specializing in military full line sales and service worldwide! Greeting cards, gift trims, party ware, candles, stationery and notes, gift ware and novelties. "We Drive Your Business."

AMERICAN HOME FOODS PRODUCTS, INC.
685 Third Ave.
New York, NY 10017-4078
(212) 878-6310
John W. Korakas
Blaine McKinney
Manufacturers of Chef Boy-ar-dee products, Dennison's, Gulden's mustard, Franklin's Crunch n' Munch, Jiffy Pop, Luck's Ranch Style products, Mamma Leone's Glass Pack Pasta and G. Washington.
SB 10–500–005

AMERICAN TOBACCO COMPANY
Six Stamford Forum
P.O. Box 10380
Stamford, CT 06904-2380
(203) 325-4900
J.P. Levas
D.S. Johnston
T.A. Albert
H.L. Arp
P.C. Mackin
Manufacturers of tobacco products: cigarettes, cigars and smoking tobacco.
SB 10–500–006

AMERICAN VITAMIN COMPANY
5712 Overridge Drive
P.O. Box 170185
Arlington, TX 76003-0185
(817) 478-8192
FAX: (817) 478-4961
David Jannsen
Dennis Jones
A division of Jones Medical Industries, Inc. Manufacturer of vitamins for the military and more than 300 prescription and non-prescription pharmaceutical products for national and international markets.
SB 10–500–499

AMEXTRA INC.
251 Kearny Street
Suite 701
San Francisco, CA 94108
(415) 781-4466
FAX: (415) 781-5561
TELEX: 5101009095
Maya Billeter
Jose A. Rosado
Peter Isier
Gordon Gerstheimer

ANDREWS/MAUNER, INC.
600 E. Broadway
Milwaukee, WI 53202
(414) 272-4482
Ken Snyder
Bette Allen

ANHEUSER-BUSCH, INC.
One Busch Place
St. Louis, MO 63118-1852
(314) 577-3087
FAX: (314) 577-2550
Thomas L. Moore
Tom Doherty
Terry McAuley
Tony Ulehla
Providing the finest quality brews supported by the most extensive advertising program in the industry: Budweiser, Michelob, Busch, Bud Light, Michelob Light, Michelob Classic Dark, Michelob Dry, Natural Light, LA and King Cobra.

ANSTAR-SALES & MARKETING SERVICES, INC.
3200 N. Hayden Road
Suite 275
Scottsdale, AZ 85251
(602) 945-9978
Dennis K. Stewart
William D. Anderson
Offering full marketing and sales management services to those manufacturers interested in developing their military resale market. Total management or customized services are available.

APPLE COMPUTER, INC.
550 So. Winchester Blvd.
Suite 400
San Jose, CA 95128
(408) 553-4947
FAX: (408) 553-4945
Charmaine Clark
Charlie Jennings
Pat Wirnowski

ARMED FORCES COMMUNICATIONS, INC.
1556 Third Avenue, Suite 205
New York, NY 10028
Toll: 1-800-343-8200
FAX: (212) 360-6372
Colleen Gordon
Kevin West
David Browning
AFC is the leading representative for more than 230 official military base newspapers in the US and overseas. Our full-service regional offices handle all details of placement for national, retail, recruitment and direct mail advertisers.

ARMED FORCES MARKETING COUNCIL
1750 New York Avenue, N.W.
Suite #340
Washington, D.C. 20006
(202) 783-8228
Rip Rowan, Jr.
A league of business firms supplying brand name consumer products to the military resale systems.

ARMOR ALL PRODUCTS
P.O. Box 19039
Irvine, CA 92713
22 Corporate Park
Irvine, CA 92714
(714) 553-1003
(800) 854-3685
TELEX: 3716581
FAX: (714) 553-1176
Tim Erk
Andy Lynn
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SB 10–500–324

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SB 10–500–107
SB 10–500–818
SB 10–500–491

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A Division of the Times Journal Company
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Publishes Army Times, Navy Times and Air Force Times, weekly newspapers for the worldwide military community. Also, Military Market Magazine, a trade publication for commissary and exchange resale executives. Phone MM (703) 750-8676.

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SB 10–500–467

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SB 10–500–446A

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SB 10–500598

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SB 10–500–011

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SB 10–500–295

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D-6450
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Bill Fox
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SB 10–600–038

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SB 10–500–009
SB 10–500–097
SB 10–500–083 (Mrs. Paul's)

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Herbert G. Nyberg
Carnation Company produces and markets grocery and foodservice products and pet foods.
SB 10–500–370
SB 10–500–373

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Carter Products Division
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Sherwin Herzfeld
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FAX: (714) 782-7922
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SB 10–500–072

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SB 10–600–041

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SB 10–500–241
SB 10–500–260

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SB 10–500–124

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SB 10–500–209

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SB 10–500–131

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FAX: (716) 385-6178
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(619) 429-0578
FAX: (619) 429-3148
Dan Norton
Gene Montgomery
Nick Weber
Military distribution representing 100 major manufacturers; specializing in frequent delivery programs. Commissary and exchange distribution center service for all Southern California military installations.

D

D & S SALES COMPANY
39 Lewis Street
Greenwich, CT 06830
(203) 869-7300
FAX: (203) 869-4764
Richard Rist
Richard Sondag
William Hildebrand
John J. Miklos
Marketing and sales representatives for leading brand name products to military commissaries, exchanges, clubs, and class six stores worldwide.

D-ORUM HAIR PRODUCTS, INC.
1075 Grant Street
Gary, IN 46404
(312) 849-4651
(800) 344-0753
FAX: (219) 882-9408
Kim Brownlow
Andretta Kennedy
D-orum Hair Products manufactures a variety of hair products and provides professional training to hair stylists.

DAYMARK INC.—WESTERN DIVISION
5401 Santa Ana Street
P.O. Box 3637
Ontario, CA 91761-0964
(714) 983-3903
FAX: (714) 984-8034
Dave Brininger
Turnkey distribution of frozen, chilled and dry grocery products to commissaries and exchanges. Frequent delivery specialists.

DBS MARKETING
159 Main Street
Salem, NH 03079
(603) 893-0080
(804) 485-5241
Don Bailey
Dennis Dennehy
East Coast brokerage corporation offering complete sales coverage and marketing devices for military resale activities Maine to Florida. Provides Supply Bulletin preparation, administrative and sales support for European commissary regions.
SB 10–500–616

DE LAURENTEIIS PASTA D.L.I.C. Inc.
150 White Plains Road
Room 207
Tarrytown, NY 10591
(914) 332-0507
TELEX: 755128
Michael Esposito
Brent Rance
Manufacturer/Distributor of a world-wide range of imported Italian food products; pasta, tomatoes etc.

DEL MONTE FOODS USA
One Market Plaza
P.O. Box 3575
San Francisco, CA 94119-3575
(415) 442-5150
William H. Buchko
Packers of Del Monte Brand Fruits, Vegetables, Beverages, Juices, Portable Cups, Dried Fruit and Fruit Snacks; Hawaiian Punch Brand Beverages.
SB 10–500–294

DELICIOUS FOODS CO.
P.O. Box 730
Grand Island, NE 68803
(308) 382-1572
FAX: (308) 382-0210
Bob Wright
Tenderkrisp Battered and Breaded vegetables and cheeses—worldwide AAFES and commissaries.

DESIGNLINE
4701 Willard Avenue, #509
Chevy Chase, MD 20815
(800) FRAME-OK
(301) 907-8200
FAX: (800) 323-UFAX
(301) 907-8204
G.W. "Ty" Tirana
D.M. "Bud" Agronsky
Factory direct distributors of USA made and select imports of photoframes, poster frames, photo albums and mats. Also IBM format computer hardware/software.

DEUTSCHE SISI-WERKE GmbH
Rudolf-Wild-Str. 4
6904 Eppelheim/Heidelberg
West Germany
(06221/799258)
Lothar Renner
Friedrich Stumpf
Mike Mechler
Paul Foehr
Manufacturer of high quality fruit drinks in flexible pouches.

DHC-WERBUNG GmbH
Arabellastrasse 31
8000 Munich 81
West Germany
(089) 91 50 05
Dorle Kuehl
Judith Cornell
Advertising Agency specializing in reaching the military market in Germany. Publisher of Pocket-Guide Calendar, and driving pocket guide, distributed to new arrivals. Circulation: 90,000 each.

THE DIAL CORPORATION
111 W. Clarendon Avenue
Greyhound Tower, #333
Phoenix, AZ 85077
(602) 248-2800
Matt Gulling
Mary Ann Marasco
Marketers of Dial, Tone, and Pure & Natural Bar Soap. Dial Deodorants, Purex and Trend Detergents, Purex Bleach, Toss 'n Soft, Parsons Ammonia, Magic Sizing, Armour Canned Meats, Appian Way Pizza and Lunch Bucket Microwaveable meals.
SB 10–500–020

DICK HUGHES & CO., INC.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880
Dick Hughes
Susan Hughes
Lorenzo A. (Joe) Serbinio
Military broker serving commissaries in Texas, Oklahoma, Panama, and Puerto Rico.

DISCWASHER, INC.
4310 Transworld
Schiller Park, IL 60176
(312) 678-9600
FAX: (312) 678-9610
Steven A. Sienicki
Kenneth C. Thomson
Audio, video, and computer accessories.

DISTRIBUTION SERVICES
1211 West 22nd Street
Suite 725
Oakbrook, IL 60521
(312) 573-1430
Neil Carey
Publishers of the *National Enquirer* and *Weekly World News*.

DIXON MARKETING, INC.
501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022
FAX: 919-527-3967
Virgil H. Dixon
Laura Dixon
D. L. Freeman
Gary Witter
Worldwide U.S. Military Manufacturer's Representative. Separate Exchange and Commissary Divisions provide specialized sales coverage. Marketing Department, order processing and contracts departments supported by in-house IBM systems 38. On-line UCS capability.

DOLE PACKAGED FOODS COMPANY
50 California Street
San Francisco, CA 94111
(415) 788-3653
Joseph R. Ballantyne
David G. Sjostrom
Dole Pineapple Products: Dole brand frozen and chilled Pineapple juice. Dole frozen desserts. Dole dried fruit and nuts.
SB 10–500–421

DONALD W. DICKERSON
P.O. Box 6–3600 El Dorado
Panama, Republic of Panama
Deborah Dickerson
Patrick Canavaggio
Enrique Castrellon
Gracie Gonzalez
Brokers for military commissaries, exchanges and other military installations in Panama.

DOWBRANDS, INC.
PERSONAL CARE DIVISION
P.O. Box 1221
Minneapolis, MN 55440
(612) 572-2743
Alexander R. Vella
Manufacturer of quality hair care products. Style Perma Soft, & Textra shampoos and conditioners, Hair Sprays, Mousses, Gels, and other HABA Products.
SB 10–500–363 Sec. B

DR PEPPER/7UP COMPANIES
8144 Walnut Hill Ln.
Dallas, TX 75265-5086
K. P. Couvillion
Craig Brummer
Charles Hinton
Alan Mesches
Evelyn Reed
Manufacturer of soft drinks made available for resale to military commissaries and exchanges worldwide.
SB 10–600–010

THE DRUMMERS
405 N. Wabash Avenue
River Plaza
Chicago, IL 60611
(312) 664-8906/8907
John G. Anastos
Russ Milbrun
Robert Paliani
Military Advertising & Public Relations Agency.

DUNKIN' DONUTS, INCORPORATED
2000 Riveredge Parkway
Suite 550
Atlanta, GA 30328
(404) 859-0531
FAX: (404) 984-1250
Philip J. Bennett
John D. Shafer, Jr.
Ralph Gabellieri
Dunkin' Donuts, Incorporated is the largest coffee and donut shop in the world with over 1800 shops operating in the U.S. and 14 foreign countries. The 1988 sales were in excess of $800 million.

DURKEE FAMOUS FOODS
24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000
Don L. Calabrese
Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.
SB 10–500–040

E

EAGLE SNACKS, INC.
701 Lynch Street
St. Louis, MO 63118
(314) 577-4089
FAX: (314) 577-4846
Telex: 447117
Philip P. Abbadessa
Snack foods/nuts

EASTMAN KODAK COMPANY
343 State Street
Rochester, NY 14650
(716) 724-4420
James S. Tait
John P. Allen
John M. Shimshack
Larry J. Justino
Kodak products for resale are: cameras, projectors, black-and-white and color films, processing equipment, batteries and video tapes.

EDWARDS BAKING CO., INC.
One Lemon Lane NE
Atlanta, GA 30307
(404) 377-0511
Sam Lindsey
Mike Spring
Manufacturers of the original thaw & serve condensed milk meringue pies (Ice Box) as well as pecan and other thaw & serve pies and baked goods.
SB 10–500–962

ELECTRONIC ADVERTISING SYSTEMS, INC.
265 Kings Grant Road, Suite 105
Virginia Beach, VA 23452
(804) 486-9759
Sharon Porter
Michael Whalen
Russell Porter
Electronic Advertising Systems, Inc. places high resolution color graphic monitors in military lodges, inns, welcome centers, and commissaries. These units act as point of purchase advertising displays depicting products and prices of merchandise offered for sale. EASI-Ad also handles demos and special promotions on a regional basis.

ELIZABETH ARDEN, INC.
55 E. 52nd Street, #8A
New York, NY 10055-0191
(212) 407-1000
Mark Fay
Cosmetics.

EMBORG FOODS GmbH
Daimlerstrasse 3
6374 Steinbach-Taunus
West Germany
(06171) 70080
FAX: (06171) 71318
Telex: 410770, 410775
Paul T. Monette

EMCO SALES CO., INC.
Woodbury Bldg., Box 490
Hampton, NH 03842
(603) 926-8761
Michael E. DiFilippo, Sr.
Military broker servicing commissaries and exchanges.

EURPAC SERVICE, CO. INC.
3001 Skyway Circle N., Suite 160
P.O. Box 167568
Irving, TX 75016-7568
(214) 257-1945
Robert Hart
Jim Beachler
Jed Becker
Vince Cappa
Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas, and ships afloat worldwide.

YOU CAN REACH THEM WHERE THEY LIVE

If a $13 billion dollar market holds an appeal for you, MNI's Overseas Military Networks are your surest avenue for product exposure. Put Media Networks to work for you in reaching the powerful military consumer force.

MNI's Military Networks can put you in direct contact with U.S. military personnel overseas, through some of the most respected and popular magazines available anywhere. Your advertising will run in the subscription copies of such prestigious magazines as *Time, Sports Illustrated, McCall's, Family Circle* and *Reader's Digest*, putting you in the hand of readers who have a definite interest in "all the news from home." Your message is delivered to United States military personnel and their families overseas, where the high pass-along readership and long shelf life of top national magazines will increase your ad's exposure.

Through a choice of five different groups or networks of magazines, you can target your audience according to their editorial interests, while increasing your market coverage.

You have the opportunity to create and maintain brand loyalty to your product among a population of young, employed men and women whose main source of information about life in the United States comes from the magazines which will carry your advertising. If this opportunity interests you, call Cheryl Trinka at:
212/536-7846.

Media Networks, Inc.
530 Fifth Avenue, New York, NY 10036-5101
212/536-7800
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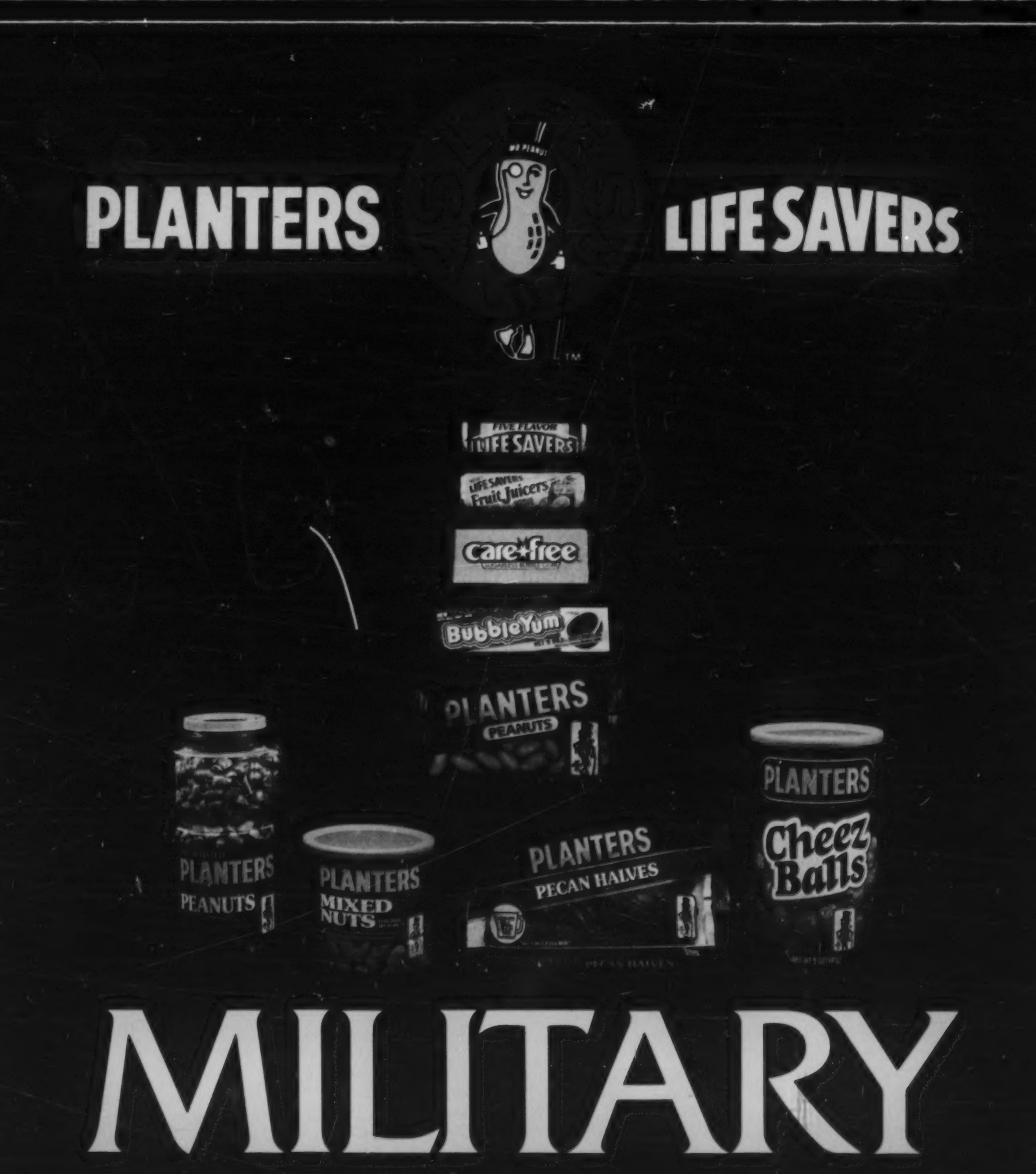
3M


PLANTERS
LIFE SAVERS
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PEANUTS
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Cheez
Balls

MILITARY

EVEREADY BATTERY CO.
Checkerboard Square
St. Louis, MO 63164
(314) 982-4048
Ernie Petrus
World's largest manufacturer of dry cell batteries and flashlights. Products include "Energizer" alkaline batteries, photo, watch/calculator, hearing aid, super heavy duty, and classic general purpose batteries. A full line of flashlights and lanterns are available under the Eveready name. New products: "Generator" One-hour and 7-hour rechargeable batteries, "Eversafe" safety and security devices, and Pocket Trout Dream Chaser toy lights.

EXECUTIVE BUSINESS MEDIA
P.O. Box 1500
Westbury, NY 11590
(516) 334-3030
Murry Greenwald
Joseph Haik
Vince Iacono
Robert Moran
Publishers: Exchange & Commissary News; The E&C News Answer Book; Military Club & Hospitality; Defense Transportation Journal; Defense Housing; Sales and Marketing Training; In-Store Commissary Flyers. Ad Reps: R&R; Shoppers Biweekly News; Overseas!; Okinawa Today; Military Base Newspapers.

EXCEL CORPORATION
151 North Main
Wichita, KS 67202
(316) 291-2500
FAX: (316) 291-2736
Denise Magnuson
Vonda Reiners
Meat packing company

F

FABERGE, INC.
55 E. 52nd Street
New York, NY 10055
(201) 407-1200
W. Ernest Rich
Manufacturer of Men's and Women's Fragrances, Health & Beauty Aids, Shampoos and Hair Sprays to the Veterans Administration and Military Commissaries and Exchanges worldwide.
SB 10–500–197

FAMILY MAGAZINE
9 East 41st Street
New York, NY 10017
(212) 532-0660
Joseph A. Mugnai
Joseph Acaneo
Ed Koch
Larry Hill
Publishing exclusively for American military housewives since 1958. 525,000copies containing military family editorial, advertising and couponing arehand distributed to commissary shoppers worldwide.

FASHION FAIR COSMETICS
820 South Michigan Avenue
Chicago, IL 60605
(312) 322-9454
Lance J. Clarke
Cosmetics

FAST FOOD CO., LTD.
CPO Box 995
Tokyo, Japan 100-91
(03) 245-0820
FAX: (03) 246-1182(CCITT 2&3)
Warren G. Shimeall
Fast Food Company is an American owned Japanese registered company that operates under contract, food service facilities for the Navy Resale Activity at Yokosuka Navy Base, Japan. Annual Sales are approximately $4 million, with about 130 full and part time employees.

FERRERO USA
295 Madison Avenue
New York, NY 10017
(212) 683-8282
FAX: (415) 349-0842
George Fleckenstein
Worldwide producer of confectionary products such as Tic-Tac, Mon-Cheri, Rocher, Kinder and other brands.

FIRST BRANDS CORPORATION
301 Lee Farm Corporate Park
83 Wooster Heights Road
Danbury, CT 06813-1911
(203) 731-2300
FAX: (203) 731-2518
W.V. Stephenson
D.M. Palese
Manufacturers of "GLAD" plastic wrap and bags.

FLASH STEAK COMPANY, INC.
7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558
FAX: (213) 949-4483
Chris Sanchez
Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.
6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458
Robert Pitts
Charles Gates
Bob Shields
Roy W. Spencer
Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FLORIDA/SOUTHEAST FROZEN FOODS
P.O. Box 640329
Miami, FL 33174
(305) 652-8910
Ray Neely
Dave Johnson
Sherwin Levy
John Robinson
Distributor frozen foods, chill, ice cream, bakery.

FOOD SPECIALTIES ASSOCIATES
750 Mountain Avenue
Boundbrook, NJ 08805
(201) 560-1536
James G. Gouse
Representatives for: Gourmet Product Inc.—New England mustards, relishes and barbecue sauces; Gourmet Farms—dry soups; Pam Products—garlic mixes and blends; Spice Hunter—herbs, spices and potpourri; Stash Tea—iced teas, herb and black teas; Liberty Products—Frozen Lumpia egg roll wrappers, stuffed flounder, crabs; Original Trenton Cracker—or oyster & chowder crackers, wine crackers, bread coatings; Grabber Olives—California Olives. We service commissaries and exchanges on the east coast.

FORECAST MARKETING
2520 Muir Ct.
Rocklin, CA 95677
(916) 624-4303
FAX: (916) 624-5977
Doris Fox
Kathie Davis
Ken Brown
Henry Jankoski
Forecast marketing services exchanges worldwide with offices in California, Washington, D.C. and Neunkirchen, W. Germany and Tokyo, Japan. Specializing in fragrance, cosmetics, analgesics, toiletries, leather goods and luggage.

FOX WESTERN DIST.
3825 Lafayette Street
P.O. Bo x17627 T.A.
Denver, CO 80217
(303) 294-0555
Lauro Moreno
Gary Fox
Primary distributor of frozen, refrigerated, and dry goods in Colorado; delivery agent for 50 brand name manufacturers, serving commissaries/exchanges in Colorado and Wyoming.

FRANCOIS L. SCHWARZ, INC.
1209 U.S. 19 North
Palm Harbor, FL 34684-2642
(813) 789-2400
FAX: (813) 784-7994
Charles H. Bridges
Jeffrey W. Brown
Earl D. (Bill) Rouse
George F. Andrews
Worldwide sales and marketing specialists to commissaries and exchanges.

FRITO-LAY, INC.
P.O. Box 660634
Dallas, TX 75266
7701 Legacy Drive
Plano, TX 75024-4099
(214) 353-5497
FAX: (214) 353-2019
TELEX: 73–0295
John Patrick
Bud Hand
George Wessberg
Manufacturers and marketer of potato chips, corn chips, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10–500–274

FRONT RANGE DISTRIBUTORS, INC.
735 Valley Street
Colorado Springs, CO 80915-3790
(719) 574-2823
FAX: (719) 570-9970
Richard Laraia
Ethan Hokit
We are a full service Military Distributor of food and non-food, frozen and chilled products to commissaries in Colorado and Wyoming.

FUJI PHOTO FILM USA, INC.
800 Central Blvd.
Carlstadt, NJ 07072
(201) 507-2542
FAX: (201) 935-0299
Robert J. Ferguson
Cheryl Biro
Fuji Brand Amateur Film, Fuji Cameras and Optical Products. MiniLab Processing Systems, Fuji Photofinishing Paper.

G

G & B PACKING CO., INC.
1033 MacLay Street
P.O. Box 1647
Harrisburg, PA 17105
(717) 232-1984
FAX: (717) 236-4635
Lee Schiller
Lawrence Grossman
Jack Kime
Export packing house specializing in the inspection, marking, and delivery of commissary freight to government activities. Specialist in source load containerization. Eastern distribution center for warehousing services for commissary suppliers.

GALLETTI BROTHERS FOODS/CERTI-FRESH FOODS
2900 Ayers Ave.
Los Angeles, CA 90023
(213) 262-8222
Vaughn R. Clark
Two labels of Frozen Seafood that offers a complete section of Natural Raw I.Q.F. Fillets. Breaded & Specialty Seafoods items. Available in TRAY/BOXED/POLY BAGS. Prepriced and scanable.
SB 10–500–317 A-B

GATEWAY MARKETING, INC.
Wiesbadener Str. 20A
6238 Hofheim-Wallau
West Germany
Harold Poel, Jr.
Harrison Aiken
Arthur D. Avedisian
Robert Young
Manufacturers' Representatives

GENERAL ELECTRIC COMPANY
1331 Pennsylvania Ave., N.W.
Washington, D.C. 20004
(202) 637-4550
FAX: (202) 637-4025
Walter J. Buckert, Jr.
Manny Lopez
Manufacturers of Lighting products, electrical and telephone wiring devices, electrical cords, door chimes, electronic surge protectors, major appliances and microwave ovens.
SB 10–500–475

GENERAL FOODS USA
250 North Street
White Plains, NY 10625
(914) 335-2025
Larry Craybas
Doug Summers
Scott Etherington
Joe Clawson
Manufactures and distributes food and beverage products in ten major categories: powdered soft drinks; ready-to-drink asceptic pack beverages; coffee; frozen vegetables; toppings and dessert novelties; cereals; packaged dry dessert mixes; pasta; shelf stable meals; meal enhancers; rice and stuffing; and syrups.
SB 10–500–058
SB 10–500–153

GENERAL MILLS, INC.
P.O. Box 1113
Minneapolis, MN 55440
(800) 826-6438
Edward G. Newton
Jim Stuecken
Ken Parlini
Chuck Williams
Gary Kosoff
Fred Hyde
Consumer Foods Sales Division specializes in food products i.e., family flour, dessert and baking mixes, casseroles, ready-to-eat and hot cereals, instant potatoes, wholesome snacks, microwave popcorn and yogurt.
SB 10–500–050

GEORGE A. HORMEL & CO.
P.O. Box 800
Austin, MN 55912
(507) 437-5474
Gene M. Hopkins
Eric Brown
Robert F. Patterson
Food Processing Company specializing in meats, canned products, and frozen items to military commissaries and exchanges worldwide.
SB 10–500–084 (A,B,C&D)

GEORGE E. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531
Allen Abbott
Richard Pettit
William Reed
Hal Whitaker
Manufacturer's representatives for U.S. military commissaries and exchanges worldwide for a number of nationally known brand name manufacturers.

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products Division
233 Peachtree Street NE
Atlanta, GA 30303
(404) 527-0040
FAX: (404) 827-7079
James Dulin
Tim Stapleton
Lannie Erickson
Joe Finegan
Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big. Coronet Brands.
SB 10–500–430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000
Fred Panyard
Arnold Anderson
Ken Armstrong
Bill Leonard
Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories)
SB 10–500–109

GIBSON GREETING CARDS, INC.
2100 Section Road
Cincinnati, OH 45237
Dave Pettigrew
Sam Facciolo
Dave Manley
Bill Kuchern

GILARDI'S FROZEN FOODS
1910 Fair Road
Sidney, OH 43565
(513) 492-9155
FAX: (513) 498-4515
Gary Lund
Mike Gilardi
Rick Slad
Jim Kerg
Manufacturer of consumer food products: fresh and frozen pizza, deli pizza components, microwavable fresh croissant crust pizza, deli sandwiches, fresh pasta for resale to military commissaries and exchanges worldwide.
SB 10–500–967

THE GILLETTE COMPANY
Government Markets Division
Gillette Park
Boston, MA 02106-2131
(617) 463-3000
Frank M. Zilinek
Richard Patterson
Steven M. Pedersen
Manufacturer of Gillette razors, blades, deodorants, shampoos, shaving creams, hair care products, Oral-B Dental Products and Lustrasilk personal grooming products. Sold to military commissaries and exchanges worldwide.
SB 10–500–448

GLEN-JOE, INC.
P.O. Box 3695
South El Monte, CA 91733
(213) 283-0093
(800) 777-9553
FAX: (818) 444-2927
Michael R. Freeman
David L. Poole
Glenn H. Freeman
Provide frozen portion cut steaks and hamburger patties to the U.S. Military commissaries and shipping points worldwide.

GOEBEL UNITED STATES
P.O. Box 10, Rt. 31
Pennington, NJ 08534
James P. Kelly
Hanno Malter
Rosemarie Burghard
Giftware, crystal, figurines, dinnerware.

GOLDEN VALLEY MICROWAVE FOODS
7450 Metro Blvd.
Edna, MN 55435
(612) 825-6900
Katie Quinn
Manufacturer of food products designed specifically for the microwave oven.

GOOD OLD DAYS FOODS
P.O. Box 19918
Little Rock, AR 72219
(501) 455-3190
Telex: 910-720-7804
FAX: (501) 756-9598
Carroll Elder
Jim Fletcher
Phillip Steele
We manufacture and market frozen fruit cobblers and frozen pre-baked biscuits to commissaries worldwide.

GOODMARK FOODS, INC.
14348 Coral Reef Dr. S.
Jacksonville, FL 32224
(904) 223-0764
Tom Hack
Kevin Migdale
Ken Werner
Manufacturer of Snack Food Products: Slim Jims, Pemmican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.
SB 10–500–629

GOODY PRODUCTS, INC.
969 Newark Tpk.
Kearny, NJ 07032
(201) 997-3000
FAX: (800) 631-0421
Bonnie Martone
Manufacturers of hair accessories: rollers, brushes, combs, barrettes. Subsidiaries include DURAY Cosmetic Accessories, ACE Combs and OPTI-RAY Sunglasses, PRETTY NEAT Cosmetic Organizers.

GOYA FOODS, INC.
100 Seaview Drive
Secaucus, NJ 07094
(609) 845-5690
FAX: (201) 348-6609
TELEX: 5101000213
Tony Cruz
Hispanic foods manufacturer: beans, rice, olives, oil, malta, imported seafoods, spices, nectars, cream of coconut (for Pina Coladas) for military resale worldwide.
SB 10–500–212

H

H.J. HEINZ COMPANIES
Special Markets
P.O. Box 41
Boise, ID 83707
(208) 383-6266
Ray Gadd
George Denman
Don Ray
David Paganucci
Leading food manufacturer selling the following: Heinz USA: ketchup, pickles, peppers, baby food; Star-Kist Seafood: can tuna; Heinz Pet Products: 9-Lives, Amore, Meaty Bone, Skippy, Vets and Jerky Treats pet food; Ore-Ida Foods: frozen potatoes, onions and corn; Foodway National; Weight Watchers frozen entrees and desserts; Gagliardi Bros.: STEAK-UMM sliced steack.
SB 10–500–098 Heinz USA
SB 10–500–205A Star-Kist Seafood
SB 10–500–205B Heinz Pet Products
SB 10–500–440 Ore-Ida Foods
SB 10–500–575 Foodways Nat'l
SB 10–500–553 Gagliardi Bros.

THE HAAGEN-DAZS COMPANY
Glenpointe Centre East
Teaneck, NJ 07666-6782
(201) 907-6721
Deanna K. Hubeli
Manufacturer of ice cream products.

HALLMARK CARDS INC.
25th & McGee
P.O. Box 580 (Mail Drop 211)
Kansas City, MO 64141
Jim Foster
Bill Anderson
Peter Kraemer
Chuck Plague

HANES KNITWEAR
P.O. Box 3019
Winston-Salem, NC 27102
(919) 744-4042
John R. Engle
Martha Hill
Richard Dally
Jack Ward
Manufacturer of men's 100%cotton underwear, blend underwear, fashion underwear, and thermal underwear sizes 3-60. Also boy's and girl's Showtoons specialty underwear. All products sold worldwide.

HAROLD S. STEIN & ASSOCIATES
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651
TELEX: 910-4829007
FAX: (415) 332-3649
Harold S. Stein
Ed McArthur
Dorothy Alcaria
R. E. "Rick" Stone
Master Brokers for food manufacturers offering complete coverage to the military resale stores worldwide.

HARTZ MOUNTAIN CORPORATION
700 South Fourth Street
Harrison, NJ 07029-9987
(201) 481-4800
Don B. Reynolds
Manufacturer of pet supplies. Direct and full service available for exchanges and commissaries. Manufacturer of rug cleaning supplies (Carpet Magic) including machine rentals.

HASH MARK ASSOCIATES, INC.
P.O. Box 116754
Carrollton, TX 75011
(214) 306-1234
FAX: (214) 307-2032
William A. Lowell
Manufacturer's representatives specializing exclusively in the sale and merchandising of brand name consumer products to the exchange systems of the U.S. Armed Forces on a worldwide basis.

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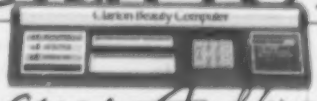

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Manufacturers of Infant Formulas: Enfamil, Pro-Sobee, Nutramigen and Pregestimil. Pediatric Vitamins: Tri-Vi-Sol and Poly-Vi-Sol. Tempra. Mead Johnson Enteral Nutritionals: Sustacal, Isocal, Sustacal HC and Sustacal with Fiber.
10–500–303

MEM COMPANY, INC.
Northvale, NJ 07647
(817) 465-4001
Richard Cromer
Diana Giuffrida
Cecil Dauer
Sales agents for Holmspray. Manufacturer of English Toiletries, Heaven Scent, Loves Baby Soft Fragrances and Tinkerbell Children's Toiletries to military commissaries and exchanges worldwide.
SB 10–500–498

THE MENNEN COMPANY
East Hanover Avenue
Morristown, NJ 07960
(201) 631-9316
William B. Amick
Julie Nagy
Fred B. Lytal
Stephen H. Yarvis
The Mennen Company is a manufacturer of Health and Beauty Aids and skin care products.
SB 10–500–454

MID-ATLANTIC COCA-COLA BOTTLING CO.
1710 Elton Rd.
Silver Spring, MD 20903
(301) 439-7100
Ed Washington
Robert J. Mills
Eli Williams
Manufacture and distribution of soft drinks.

MIDWEST MILITARY BROKERS, INC.
P.O. Box 20042
Denver, CO 80220
(303) 320-0905
Edward Pruett
Full service broker servicing military commissaries and exchanges throughout the Midwest and Southeast United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.
16475 Dallas Parkway
Suite 480
Dallas, TX 75248
(214) 931-2500
Richard K. Ryalls
Richard DeLuca
Thomas F. Fehily
William D. Manning
Worldwide sales and marketing representation to commissaries, exchanges, Class Six and clubs. Frozen, chilled, dry, HABA, personal care, electronics and beverages.

MILES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46516
(219) 264-8442
Dan M. Conti
R. C. Foyle
W. L. Abrams
Manufacturer of ALKA-SELTZER, ALKA-MINTS, ALKA-SELTZER Plus Cold Medicine, BACTINE, ONE-A-DAY brand vitamins and the leading children's chewable vitamins, FLINTSTONES and SUGAR FREE BUGS BUNNY.
SB 10–500–292

MILITARY AUDITS OF MARKET INFORMATION, INC. (MAMI)
1732 Wisconsin Ave., NW
Washington, DC 20007
(202) 944-4000
FAX: (202) 333-0499
Lee Maines
Tom McDonald
Lis Akhtarzandi
Mike Grosse
Market research—collect point of sale scanning data from over 100 military comstores and exclusively publish commodity movement reports and market analyses for the military resale trade and comstore systems.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
P.O. Box 29
Norfolk, VA 23501
(804) 855-0114
Jerry H. Jared
Wayne L. Duncan
John W. Payne
John Lazzari
Full service distribution of perishable and non-perishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY DISTRIBUTORS, INC.
P.O. Box 728
Oldsmar, FL 34677
(813) 855-1404
C. L. Lemma, Jr.
William Parker
Steven Poirier
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY LIFESTYLE MAGAZINE
1732 Wisconsin Avenue, NW
Washington, D.C. 20007
(202) 944-4000
FAX: (202) 333-0499
Edward M. Downey
Loretta M. Downey
Carolyn Bekkedahl
Mary Collins
James Dimonekas
Lisa Downey
Mike Jennings
Bob Miller
Publishes Military Lifestyle magazine for distribution in military commissaries. It has a readership of over one million readers.

MILITARY MEDIA INC.
One Lincoln Plaza
New York, NY 10023
(212) 724-6707
John Bradbury
Judith Bradbury
Betsy McQuade
Samuel Wender
MMI acts as an advertising representative for all 190 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILLER BREWING COMPANY
3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-3620 Overseas
FAX: (414) 931-2810
Robert A. Kornack
Thomas J. Waller
Miller High Life, Miller Genuine Draft, Miller Lite, Lowenbrau Special, Lowenbrau Dark Special, Meister Brau, Milwaukee's Best.

MILLSTONE COFFEE, INC.
729 100th Street SE
Everett, WA 98208
(800) 334-7984
(206) 347-3995
FAX: (206) 355-9310
Bob Carlos
Harry Ostwald
Ed Piland
Dean Pearce
Millstone Coffee distributes gourmet whole bean coffees, delivered and kept fresh in commissaries throughout the U.S.

MISSION FOODS CORP.
P.O. Box 7101
Canoga Park, CA 91304
(818) 999-6010
FAX: (619) 552-8549
Fred J. Miller
Michael Dezelon
Ray Hansen
Paul Bradley
Manufacture and distribute Mexican food products to institutions and retail outlets for resale.

MOBIL CHEMICAL COMPANY
1169 Pittsford-Victor Rd.
Pittsford, NY 14534
(904) 287-0904
Larry Blood
Tim Brown
Gary Swain
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags, Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 10–500–247

MOHAWK MARKETING CORP.
149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
FAX: (804) 497-6690
Ed Stowers
Paul Bernier
Jack Henry
John Madden
Manufacturer's representative to military exchange system (all branches) worldwide; military, retail representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
U.S. Highway 202/206 North
P.O. Box 1279
Somerville, NJ 08876-1279
(201) 218-3700
Arthur Wilson
George Evans
Walter M. Loving
Robert Volner
Monarch Crown Corporation, subsidiary of Bristol Myers Company, is the military/government sales division for Bristol Myers, Clairol and Drackett Products.
SB 10–500–468

MONET JEWELERS
16 East 34th Street
New York, NY 10016
(212) 725-4700
Judy Murphy
Marion Pendergrass
Ann Urban
Jewelry Manufacturers

MOTHER'S CAKE AND COOKIE CO.
P.O. Box 24502
810 81st Avenue
Oakland, CA 94621
(415) 569-2323
Bill Witke
Gene Putman
Bob Jones
Steve Shute
Bakers of over 60 varieties of high quality packaged cookies, baked with pure vegetable shortening, and every single package is unconditionally guaranteed for quality, taste and freshness.
SB 10–500–037

MOTT'S USA
1770 Indian Trail Rd
Suite 150
Norcross, GA 30093
(404) 381-5367/5370
FAX: (404) 381-9893
William T. Sanders
Mark S. Rodriguez
Albert R. Jester
Robert Zapletal
Manufacturers of Mott's Apple Sauce, Apple Juice, Mott's Natural Style Apple Sauce, Apple Juice, Clamato, Beefamato, Grandma's Molasses, Super Mott Prune Juice, Rose's Lime Juice, Roses Grenadine, Holland House Dry Cocktail Mixes, Holland House Liquid Cocktail Mixes, Smooth n Spicy Bloody Mary Mix, Coco Casa Cream of Coconut, Mr. & Mrs.T's Liquid Cocktail Mixes, Mr. & Mrs. T's Bloody Mary Mix.
SB 10–500–341

MUNCEY MARKETING INTERNATIONAL
Beach Road
Cottenham, Cambridge
England CB4 4RG
(0954) 50448
FAX: (0954) 51949
TELEX: 81554
David W. Muncey
Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

MURRAY & JACK'S BISCUIT COMPANY
P.O. Box 2207
Augusta, GA 30913
(404) 949-4626
FAX: (404) 790-1069
Rudy Cook
DSD delivery of cookies and snacks.
SB 10-500-579

MYPORT II ASSOCIATES, INC.
Brokerage and Consultant Svcs
13213 Vanessa Avenue
Bowie, MD 20715
(301) 262-2192
Richard "Dick" Porter, Sr.
Broker and consultant services for food, HABA all subsistence to military and government agencies, commissaries, clubs, and exchanges; serves domestic and overseas areas.

N

THE N. De FILIPPES CORPORATION
383 Fifth Avenue, 4th Floor
New York, NY 10016-3364
(212) 684-7557
TELEX: 236869
Del Stella
Seymour Baum
Warren B. Bradbury
Steven Stella
The N. De Filippes Corporation is the U.S. national advertising representative for AFN TV GUIDE, SPORT, Overseas Military Edition, KOREA TV GUIDE, OKINAWA TV GUIDE and 180 Base Papers.

NABISCO BISCUIT COMPANY
100 DeForest Avenue
P.O. Box 1911
East Hanover, NJ 07936-1911
(201) 503-2384
George Hanson
Joe Maksyn
Cookies/Crackers/Snack Foods: PREMIUM crackers/RITZ Crackers/OREO Cookies/CHIPS AHOY! Cookies
SB 10–500–150

NABISCO FOODS COMPANY
P.O. Box 304
7 Sylvan Way
Parsippany, NJ 07054
(800) 526-0896
B. H. Benson
P. Brinkman
Fleischmann and Blue Bonnet Margarines, Royal Desserts, Drink Mixes, Coca, Tea, and Lightener, Nabisco Cereals, Milk Bone Products, Cream of Wheat, Toastettes, A.1. Sauces, Grey Poupons, Ortega Mexican Foods, Chun King Chinese Foods, College Inn Soups, Regina Vinegars, Vermont Maid Syrups, Brer Rabbit Molasses, Egg Beaters, Mix 'N Eats, Cream of Rice, and Industrial Margarines.

NAKIELNY SALES ASSOCIATES, INC.
26 Gilbert Stuart Drive
East Greenwich, RI 02818
(401) 885-5710
R. E. Nick Nakielny
Manufacturers' representative since 1964 specializing in military commissary sales

NALLEY FINE FOODS, INC.
1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177
Bob Gidley
Bob Pruitt
Distributions of: Penn Maid, Sealed Sweet, Granola Italian meats, Land-o-Frost meats, Weaver Chicken Franks, Bean dips, Oak Lake dips, Oscar Mayer, King sour dressing, Rapa scrapple, Borden's cheese, Green Hill Sausage, Hygrade Meats, Dorman Roth Cheese, Hillshire Meats, Spring Valley Water, Natalina Pizza, Coles Bread, Clover Farms Juice, Frigo Cheese, Hebrew National, Jones Dairy Farm, Orval Kent Salads, Manies Dressing, McAdam Cheese, Piñata Tortillas and Burritos, Scotts Cheese, Sinai Kosher Meats, State Brand Butter, Ann's House of Nuts, Contadina Pasta, Bridgeford, Milford Tea, Sargento, Wissahikon Spring Water, Willes Sauerkraut

NASH FINCH COMPANY
P.O. Box 80699
Lincoln, NE 68501
(402) 474-5521
FAX: (402) 474-0597
Dennis Sample
Jerry Barber
Mike Schug
Tom Struck
Distributor of Groceries, Frozen Food, Candy, Deli, and Produce to the Military in the midwest and southeastern USA

NATIONAL BEEF PACKING CO.
P.O. Box 978
Liberal, KS 67901
(316) 624-1851
(800) 835-9180
FAX: (316) 626-0629
Richard Moore
Jim Murphy
Jim Shelley
Mike Hertel
Rodney White
Major supplier of Box Beef to military commissaries; CO_2 and vacuum packaged products available. Full line of primal and subprimal cuts; direct delivery on trucks
SB 10–500–106

NATIONAL INDUSTRIES FOR THE BLIND
524 Hamburg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200
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Silvia Grove
Jean Claude Kappler
Paul J. Kelley
Louis J. Romano
SKILCRAFT Quality Blind-Made Products, including household cleaning aids, textiles, flatware, candles, and stationery products, manufactured in 108 associated agencies, providing job opportunities for blind workers across America

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P.O. Box 32980
Louisville, KN 40232
(502) 774-9298
FAX: (502) 774-9262
Dorothy Gallahue
Maurice Langston
Manufacturers of chewing tobacco

NATIONWIDE FOOD SERVICE, INC.
40 Curley Drive
Orchard Park, NY 14127
(716) 881-6500
FAX: (716) 887-3231
Paul Frascella
Providers of fine dining, cafeteria and concession services nationwide

NESTLE FOODS CORPORATION
100 Manhattanville Road
Purchase, NY 10577
(914) 251-5340
Henry T. Zeino
C. M. Lattin
A. R. Kish
M. J. Sudano
Manufacturers of line beverage products (including coffee, tea, hot cocoa mix and milk additives); baking aids, confectionery chocolates; Libby quality juices; Cross & Blackwell Specialty products and bouillons and seasoning
SB 10–500–088

NICE-PAK PRODUCTS, INC.
2750 Holly Springs Drive
Germantown, TN 38138
(901) 754-5555
FAX: (901) 756-7578
(914) 365-1717
Page W. Sutton
Manufacturer of moist towelettes, baby wipes (Nice-n-Clean), and medical products
1-800-nice-pak
SB 10–500–617

NIKE, INC.
9000 SW Nimbus
Beverton, OR 97005
(503) 644-9000
FAX: (503) 626-7252
Gary Fleshman
Mark Klein
Mitch Fields
Steve Crossman
Athletic footwear, athletic apparel, bags, accessories

NORITAKE CO., INC.
2454 Trade Mart
Dallas, TX 75207
(214) 742-9389
Tom C. Scheurer
Manufacturers and distributors of fine China, Crystal Stemware, casual dinnerware, Pressed glass crystal, and Bone china giftware. Noritake a name synonymous with high quality tableware, is sold throughout the world

NOXELL CORPORATION
11050 York Road
Hunt Valley, MD 21030-2098
(301) 785-7300
Martin F. Murphy
Gary A. Chadwick
Robert A. Polich
Peter Weckwerth
Manufacturer of Clarion Cosmetics, Clarion Skin Care Line, Cover Girl Make-Up, Noxema Skin and Shave Cream, Noxzema DifRinse Water Rinseable Cold Cream, Rain Tree Lotion, Lestoil Cleaner and 2 Alarm Chili for resale in commissaries and exchanges worldwide
SB 10–500–322

NUTRASWEET COMPANY
Box 900
1751 Lake Cook Rd.
Deerfield, IL 60015
(312) 940-9800
Tom Nelson
Manufacturers and markets NutraSweet® brand sweetening ingredient and Equal® Low-Calorie Sweetener with NutraSweet®
SB 10–500–420

O

OCEAN SPRAY CRANBERRIES, INC.
One Ocean Spray Drive
Lakevill-Middleboro, MA 02349
(508) 946-1000
FAX: (508) 946-7704
Robert F. O'Toole
Patrick M. McCarthy
Anna M. Cobb
Ocean Spray Cranberries, Inc.—Ocean Spray Cranberry Drinks, the number one selling brand in the bottled and canned juice/drinks category. The first to offer the consumer aseptic packaging
SB 10–500–080

ODOMS TENNESSEE PRIDE SAUSAGE INC.
1201 Neely's Bend Road
Madison, TN 37115
(615) 868-1360
Watts 1–800-FARM BOY
FAX: (615) 860-4703
Joe C. Taylor, Sr.
Tom Keim
Dick Belsito
Manufacturer and distributor of a complete line of premium Whole Hog country sausage. Fresh items: #1 & #2 Chubs, Patties, Links. Precooked (microwaveable) items: Sausage & Biscuits, Patties & Links
SB 10–500–337

OFF DUTY ENTERPRISES
3303 Harbor Boulevard, C-2
Costa Mesa, CA 92626
(714) 549-7172
Walter B. Rios
Dan Charobee
Linda S. Sharlin
Freddi Wickline
OFF DUTY Magazine, with 735,000 circulation, offers separate editions for Europe, Pacific, CONUS and Hawaii, distributed door-to-door in government housing areas and at commissaries, exchanges, clubs and recreation facilities on military bases

OSCAR MAYER & COMPANY
P.O. Box 7188
Madison, WI 53707
(608) 241-3311
Henry G. Mueller, Jr.
Ron Hayles
Eugene E. Jarrel
Jim Hodge
Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts
SB 10–500–025

OVERSEAS MILITARY SALES CORP. LTD. (OMSC)
100 Crossways Park West
Woodbury, NY 11797
(516) 921-2800
TELEX: 96-1320
Joan Mongada Albright
Eugene T. Leavy
Jeff Gardner
Tom Kavanagh
Seller of new automobiles through the exchange

OVERSEAS SERVICE CORP.
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West Palm Beach, FL 33409
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FAX: (407) 683-4031
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Representation of leading brand name consumer products to all commissaries and exchanges worldwide, since 1947

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PABST BREWING CO.
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Milwaukee, WI 53201
(414) 223-3500
TELEX: 328439—Tumwater, WA
Joseph Masnaghetti
Garry Damveld
Marlene Arndt
Manufacturer of malt beverages

PACE, WEIL & ASSOC. INT'L, INC.
1606 17th Street NW
Washington, DC 20009
(202) 232-0077
(800) 223-7963
FAX: (202) 232-3016
John Pace
Alan Weil
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(Tokyo) 404-9447
FAX: (Tokyo) 408-8936
Telex: PSSNNEWS J32329
Scott R. Schumaker
Malcolm Stiles
Ann Marie Swan
Bill Belford
PS&S publishes a daily newspaper for the U.S. military market in the Pacific. We are the vendors' best weapon in attacking the military market.

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P.O. Box 5585
Virginia Beach, VA 23455
(804) 460-0001
FAX: (804) 460-2105
Jerry Day
Mike Pellino
Manufacturers representative

PANASONIC COMPANY
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658
Ed Kearns
M. J. Guiheen
Mitsuko Suzuki
Manufacturer of consumer electronic goods (Television-Video recorders-radios, etc.) to military exchanges

PANTRY SHELF, INC.
4954 Space Center
San Antonio, TX 78218
(512) 661-4674
Robert S. Downey
Full service distributor of foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PEDONE & PARTNERS
909 Third Avenue
New York, NY 10022
(212) 319-2000
FAX: (212) 319-3066
Art Becker
Full service advertising agency with specific expertise in the military market place.

PENTAX CORPORATION
35 Inverness Drive East
Englewood, CO 80112
(303) 799-8000
Robin Allerding
Dave Brown
Manufacturer of photographic, video and binocular products.

PENTEL OF AMERICA
2805 Columbia Street
Torrance, CA 90509
(213) 320-2831
FAX: (213) 533-0697
Robert W. Seeman
Steve Barron
Bruce Weaver
Emil Mongeon
Manufacturer of writing instruments: automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.
Military Sales Office
6459 Atlantic Blvd.
Norcross, GA 30071
(404) 840-8742
Randa Barto
Pete Trivers
Ralph Divito
Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.
SB 10-500-211
SB 10-600-099

PEPSI-COLA U.S.A.
Whitehall Corners
Somers, NY 10589
(914) 767-7691/7695
FAX: (914) 767-7762
John T. Frank
Kathleen Beveridge
Corporate Headquarters for Pepsi-Cola, Diet Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew, Pepsi Light, Slice, Diet Slice, Apple, Cherry and OrangeSlice.

PERDUE FARMS, INC.
P.O. Box 1537
Salisbury, MD 21801
(800) 638-0381
Chris Barnes
Roger Covey

PET, INCORPORATED
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371
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Susan Simpson
A multi-product food company specializing in consumable food commodities both in dry grocery as well as frozen. Complete lines of Mexican and Italian products.
SB 10-500-344

PFIZER INC.
Leeming Pacquin Division
235 East 42nd Street
New York, NY 10017
(212) 573-3140
E. Lloyd Stakebake
Manufacturer of toiletries and proprietaries (BAR-BASOL, BEN GAY, DESITIN, PACQUIN, UNI-SOM, VISINE, VISINE A.C., BONINE, EQUALACTIN, RID, and WART-OFF)
SB 10-500-394

PHIL SINGER ASSOCIATES, INC.
29 Olney Avenue
P.O. Box 3650
Cherry Hill, NJ 08034-0561
(609) 751-1500
FAX: (609) 751-9597
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PHILIP MORRIS USA
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(212) 880-3338
Ted Costas
Larry Glennie
Bruce Coombs
John Murphy
Manufacturer and supplier of popular brand name cigarettes (Marlboro, Benson & Hedges, Cambridge Lights, Parliament Lights, Players, Merit, Alpine, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.
SB 10-500-175

PHILIPS CONSUMER ELECTRONICS CO.
One Philips Drive
Knoxville, TN 37914
(615) 521-4426
FAX: (615) 521-4489
Anthony Venafro
Ed Williams
Rob Estka
Bernie Susens
Manufacturer of consumer electronics including color TV, projection TV, b&w TV, VCR, camcorders, radios, tape players, computers, computer monitors, security systems and CD players.

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Mail Station 2288
Pillsbury Center
Minneapolis, MN 55402
(612) 330-8923
Steve Carvel
Bob Dussik
Consumer food products, canned and frozen vegetables, flour based products,frozen pizza and popcorn, and refrigerated dough products to military commissaries and exchanges worldwide.
SB 10–500–154
SB 10–500–606

THE PINKERTON TOBACCO CO.
P.O. Box 11588
Richmond, VA 23230
(800) 367-3677
J. D. Lawson
P. M. Lanzarotta
C. R. Russell
Manufacturers and marketers of Red Man, Granger Select Work Horse, Red Horse, Day's Work and Apple Chewing Tobaccos. Also Velvet, Granger and Black Clipper Smoking Tobacco.
SB 10–500–198

PLANTERS LIFESAVERS COMPANY
1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-2000
FAX: (919) 741-2430
Bob Fulmer
Larry Baumgart
Harry Latham
Haven Carter
Manufacturers and marketers of: Planters Nuts, Snack and Popcorn products; LifeSavers, Breathsavers, Baby Ruth, Butterfinger, Pearson Confection Products, Care*Free and Bubble Yum gum Products. A division of RJR Nabisco, Inc.

PLAYTEX, INC.
700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8000
FAX: (203) 356-8448
John Turnage
Charley Vaughn
Intimate apparel

PLOUGH SALES CORPORATION
3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2316
Frank J. Coughlin
Manufacturers of: Coppertone, Tropical Blend QT, Solarcaine, Pass Easter products, Affate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, St. Joseph Children's products, and Pass Halloween products.
SB 10–500–200 A

POLAROID CORPORATION
222 W. Las Colinas Blvd.
Suite 1620
Irving, TX 75039
(214) 401-4014
FAX: (214) 401-4025
Neal E. Cross
Manufacturer of instant cameras including Spectra, Impulse AutoFocus, Impulse Focus Free, Cool Cam and OneStep Flash. Also instant film for these cameras including Spectra, 600 Plus and Time Zero, all in single and twin packs. Have just introduced OneFile—35mm, 110, 126 and disk. Also supplier of Polaroid T-120 Videotape—standard and high grade.

POLY-TECH, INC.
1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281
Douglas B. Thornton
Dave Wilbur
Perry L. Jowers
Manufacturer of extruded plastic and polyethyline products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide.
SB 10–500–259

POST SALES & SERVICE, INC.
1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711
Joe L. Miller
Blanche F. Miller
James Sherman
Full service military distributors of candy, cookies, snacks, specialty-ethnic/dietetic foods, coffee beans, kitchenware/household cleaners, HABs and vitamins in Northeast U.S. states.

POWERFORCE, INC.
303 East Ohio Street
Chicago, IL 60611
(312) 923-7810
FAX: (312) 943-7983
Wayne C. McClay
Eugene Viesta
Provide complete stocking programs to military brokers, manufacturers and distributors that service commissaries and exchanges. You continue to manage your stockers, Powerforce assumes full responsibility as the employer.

PRESTO PRODUCTS, INC.
670 N. Perkins
Appletown, WI 54911
(414) 739-9471
Al Dobbratz
Tom Chaffee
Manufacturer of Consumer plastic bags & wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Household Deodorizers and other quality household products.
SB 10–500–60

PRIME TEAM SERVICES, INC.
36846 Ryan Road
Sterling Heights, MI 48310
(313) 979-7737
FAX: (313) 979-7458
John J. Merana
Michael M. Toby
Offering a copyrighted program to manufacturers, distributors and brokers involved in military commissary shelf stocking.

PRO-LINE CORPORATION
2121 Panoramic Circle
Dallas, TX 75212
(214) 631-4247
James E. Cottrell
Robert Scott
Manufacturer of hair and skin products.

PROCTER & GAMBLE DISTRIBUTING COMPANY
P.O. Box 599
Cincinnati, OH 45201
(513) 983-2835
E. L. Pool
E. A. Devany
T. S. McFadden
D. A. Paddock
Manufacturing and marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.
SB 10–500–049
SB 10–500–014

PULSAR TIME, INC.
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FAX: (201) 529-5985
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FAX: (609) 683-1177
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Jerry Fox
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SB 10–500–087
SB 10–500–516

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FAX: (919) 741-4214
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Robert D. Sherrod
E.C. Wheedleton
Joan Wagoner
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SB 10–500–053

R. J. REYNOLDS TOBACCO INTERNATIONAL, INC.
401 N. Main Street
Winston-Salem, NC 27102
(919) 741-5000
Joann Sprink
S. Harold Hinson
Mike McCann
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SB 10–500–053

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West Germany
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FAX: (6131) 555–270
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Douglas Wahl
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FAX: (608) 275-4994
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FAX: (212) 527-6579
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Matthew H. Hitchcock
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Robert C. Soderquist
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Greg Shaban
Bruce Palmer
Manufacturers HBA products including: Dexatrim, Slim Fast, Ultra Slim Fast, Aspercreme, Cortizone 5, Sleepinal, N.P. 27, Encare, Aqua Ban, Sportscreme, Tempo and Caffedrine.
SB 10–500–271

THORN APPLE VALLEY PREMIUM MEATS
One Bacon Place
P.O. Box 38
Holly Ridge, NC 28445
(919) 329-7461
FAX: (919) 329-1802
James W. Porter
Keith Jahnke
Processed meats: hot dogs, bacon, hams, smoked sausage and food service meats under the Thorn Apple Valley, Herrud, Tri Miller and Colonial labels.

TIDEWATER WHOLESALE GROCERY
1400 Cavalier Boulevard
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586
FAX: (804) 487-8606
Neil Larson
Hank Sheffer
Dan Goldman
Professional distributor of grocery and perishable products in southern VA, NC, DC, MD, DE, NJ, PA and overseas. Offers complete shelf stocking, display building and order writing services.

TOM'S FOODS INC.
P.O. Box 60
Columbus, GA 31994
(404) 323-2721
FAX: (404) 323-9502
TELEX: 540432
James Puccio
Manufacturers and marketer of potato chips, corn chips, tortilla chips, bag candy, bar candy, pastries, nuts, crackers and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10–500–141

TOMLIN MARKETING & ASSOCIATES
P.O. Box 323
St. Simons Island, GA 31522
(912) 638-7623
Reg M. Tomlin
Don Tankersley

TONY INGOGLIA SALAMI & CHEESE CO., INC.
2335 Del Monte Street
West Sacramento, CA 95691
(916) 371-0626
FAX: (916) 372-0727
Terry Gonzales
Donald Ingoglia
Anthony Ingoglia, Jr.
Kerry Daniels
Retail packaged and full service delicatessen specialists. Distributors of imported and domestic meats and cheeses, both retail and institutional. One supplier for all deli items since 1934.

TONY'S PIZZA SERVICE
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115 West College Drive
Marshall, MN 56258
(507) 532-3274
(800) 533-5290 ext. 2550
FAX: (507) 537-8143
John Greenlee
Manufacturers of Tony's Pizza, Red Baron Pizza, Cafe Mexico, Cafe Peking and Happy Jose frozen foods, Merkt Cheese and Good n Fast sandwiches.
SB 10–500–458
SB 10–500–721

TRANS-EUROPEAN MARKETING, INC.
Box 1267
Hampton, NH 03842
(603) 926-2362
Peter Fleming
John H. Holmes
Represents American food companies to the commissaries in Europe. In business since July 1962.

TREE TOP, INC.
P.O. Box 248
Selah, WA 98942-0248
(509) 575-3909
Jack Beckner
Debbie LaCrosse
Manufacturer of apple juice and cider, blended fruit juices, sparkling apple grape juice, frozen apple cider and blended juice concentrates, and applesauce.
SB 10–500–043

TRI-STATE WHOLESALE ASSOCIATED GROCERS, INC.
1000 Hawkins Blvd
El Paso, TX 79915
(915) 772-5241
FAX: (915) 772-7682
Armando Rivas
Ronald McCrobie
Art Warren
Distributor of groceries, frozen food, deli, candy, food service and nonfoods to the military and civilians in NM, TX and AZ.

TRI-VALLEY GROWERS
Box 7114
San Francisco, CA 94120-7114
(415) 455-1600
Kent A. Lauer
Ann Donathan
Paul McGinty
Peter Thor
Grower and packer of Libby brand fruits, Libby Lite fruits, Diet Delight fruits, Redpack tomatoes, Tuttoroso tomatoes and Sacramento brand tomato juice.

TROPIC-CAL, INC.
2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361
FAX: (213) 724-5279
Donald F. "Budd" Allen, Jr.
Sheldon Morick
Mike Sparks
Tropic-Cal produces and supplies mens and ladies fashion sports and ski glasses commercial eye wear world.

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P.O. Box 338
Bradenton, FL 34206-0338
(813) 747-4461
FAX: (813) 746-8175
Rosanne Megrath
Processor of citrus and apple juices and drink products—carton, glass and frozen concentrate.
SB 10–500–595

TURN-KEY MANAGEMENT, INC.
4400 East West Highway #230
Bethesda, MD 20814
(301) 951-9544
FAX: (301) 951-9683
Daniel J. Cronin
Gisele Rountzounis
Broker/Representative

TYLER & SIMPSON
2020 Industrial Blvd.
P.O. Box 1287
Norman, OK 73070
(800) 999-5550
FAX: (405) 321-0334 ext. 239
Retail and food service distributor serving north Texas, south Kansas and all of Oklahoma. We are a full line distributor.

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2201 Oaklawn
P.O. Drawer E
Springdale, AR 72765-2020
(501) 756-4000
(800) 643-3410
288 Thompson Place
Gainesville, GA 30506
(404) 536-5363
Ed Jared
Mitchell Thrower
Roy Brown
Processors and packers of poultry products in both retail and food service under the TYSON and TASTYBIRD labels. Cornish hens, CHICK'n QUICK products.TYSON GOURMET SELECTIONS, and MEXICAN ORIGINAL products.
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U

U.S. SAFE-GUARD CORPORATION
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FAX: (516) 482-8499
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100 West Putnam Avenue
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(203) 661-1100
FAX: (203) 661-0298
Donna Leitao
Anthony M. Callaman
Robert Brown
Charles La Monte
Principal product is smokeless tobacco including Copenhagen, Skoal, Skoal Long Cut, Skoal Bandit; produces and markets pipes, pipe tobacco, cigars, and premium wines.
SB 10–500–762

ULTIMATE FOODS, INC.
4430 Glencoe Street
Denver, CO 80216-4510
(303) 388-4855
FAX: (303) 388-1272
Alan Y. Strom
Ice cream and specialty foods distributor with complete retail case support, promotional support, movement reports.

UNCLE BEN'S INC.
P.O. Box 1752
Houston, TX 77251-1752
(713) 264-9484
Mickey L. Cauthen
Processors of Uncle Ben's Converted Brand Rice, Uncle Ben's Boil-n-Bag Rice, Uncle Ben's Instant Rice, Wild Rice Products, Country Inn Brand Rice Dishes, 10 Minute Recipe Country Inn Brand Rice Dishes, Brown Whole Grain Rice, Suzi Wan Brand Dinners—Fried Rices, Uncle Ben's Country Recipe Garden Pasta Salads.
SB 10-500-196

UNITED FOODS, INC.
Frozen Food Division
P.O. Box 119
Bells, TN 38006
(901) 422-7600
FAX: (800) 635-6261
David R. Klyn
Producer of Pictsweet Brand frozen foods. United is the largest complete full line packer of frozen vegetables in the U.S.
SB 10-500-119

UNITED PARCEL SERVICE
316 Pennsylvania Ave. S.E.
Suite 301
Washington, D.C. 20003
(202) 675-4226
Syl Hollman
Provider of pick-up and delivery of small parcels.

THE UPJOHN COMPANY
700 Portage Road
Kalamazoo, MI 49001
(616) 323-4000
Gary R. Forness
Gary D. Buller
Rudolph Fowler
Donald P. Toole
Manufacturers of Unicap Vitamins®, Cortaid® Cream, Lotion, Ointment, and Spray, Mycitracin® Triple Antibiotic Ointment, Kaopectate® Anti-Diarrhea Medicine, Cheracol D® Cough Formula, Cheracol Plus® Heat Cold/CoughFormula, Baciquent® Ointment, Cortef® Feminine Itch Cream, Motrin IB® Analgesic, Progavire® Shampoo, Haltran® Menstrual Cramp Reliever.

US JVC CORP.
3040 Northwoods Parkway
Norcross, GA 30071
(800) 631-3517
(404) 447-0811
FAX: (404) 441-2457
Ron Neitzke
Jim Lucasse
Randy Mason
Kirby Munn
Electronics of the following categories: hifi, consumer video, car audio, portable audio, magnetic tape and color TV.
SB 10-500-505

V

VIDAL SASSOON, INCORPORATED
2029 Century Park East
Los Angeles, CA 90067
(800) 338-9405 ext. 5582
Frank Curtin
International marketer of hair care products available for resale to commissaries and exchanges worldwide.
SB 10-500-034

VITA-FRESH VITAMIN CO., INC.
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936
Vincent T. Chodor
Ted Boyer
Manufacturer of vitamins and food supplements made available for resale in commissaries and exchanges worldwide.
SB 10-500-171

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9350 DeSoto Avenue
Chatsworth, CA 91313
(818) 700-2890
Larry Lucas
A. J. Saunders
Leading manufacturer of photographic equipment (lenses, electronic flash units and cameras) made available for resale at military exchanges, ships' stores and Veterans canteens worldwide.

W

W. D. WARREN COMPANY KG
5 Im Steingrud
D-6072 Dreieich-Buchschlag
Frankfurt/Main
West Germany
06103-605429
FAX: 06103-605203
TELEX: 4-185331
Kenneth L. Bennett
Stewart Booth
Eugene Elskens
Worldwide sales representation (offices in Dallas, Atlanta, Italy, Spain, UK) for consumer goods providing warehousing delivery and billing services. Customers: American/Nato forces, AAFES worldwide.

W. L. GORE & ASSOCIATES, INC.
Gore-Tex Fabrics Div.
P.O. Box 1130
Elkton, MD 21921
(301) 392-3700
FAX: (301) 392-4452
TELEX: 710-238-1674
Frank Jornlin
Robert Masin
Manufacturer of waterproof, breathable Gore-Tex fabric used in outerwear, skiwear, running suits and military cold weather outerwear. Also used in Gore-Tex Pr stretch fabric socks, boots, gloves and hats.

WARNER-LAMBERT COMPANY
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3130
FAX: (201) 540-6552
Thomas J. Materazo
John Tierney
Lee Harris
Ronald Frey
Berney Larsen
Stuart Johnson
Leading worldwide developer and marketer of health care and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.
SB 10-500-263

THE WAVERLY GROUP
19 Pine Street
Bradford, PA 16701
(814) 362-3501
Jerome Fishkin
J. Joanne Fishkin
Jack Fishkin
Paul Howard
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Designers, manufacturers and representatives of Men's High fashion and Ultra High Fashion clothing and accessories serving the military worldwide.

WEBCO USA, INC.
901 North Pitt Street
P.O. Box 1140
Alexandria, VA 22314
(703) 836-0414
John L. Hohman
Carl H. George
Roy Thomas
Joe Olding
Don Koch
Vince Melton
Sam Barnum
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WELCH FOODS, INC.
100 Main Street
Concord, MA 01742
(508) 371-1000
Leonard F. Amendola
Thomas G. De Jose
Dennis Kirchner
Manufacturer of frozen and bottled fruit juices, fruit jellies, jams and preserves, frozen, bottled, and canned fruit drinks and cocktails for resale to military markets worldwide.
SB 10-500-530
SB 10-500-031

THE WELLA CORP.
524 Grand Avenue
Englewood, NJ 07631
(201) 569-1020
Bobby Conwill
Ron Wiley
Hair care manufacturer.

WEST COAST GROCERY COMPANY
A Super Valu Company
P.O. Box 2237
Tacoma, WA 98401
(206) 593-3729
Helmut Wilp
Joyce Clancy
Voluntary full-service wholesale grocery firm. Provides service to commissaries in Washington, Idaho, Montana, Utah and Alaska.

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Kent, WA 98032
(206) 872-5100
John Naylor
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(415) 284-2385
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Tom Coleman
Nat Rogers
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WESTERN PACIFIC FOODS
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San Diego, CA 92111
(619) 576-4100
FAX: (619) 576-8163
Robert S. Brown
Western Pacific Foods distributes food products in S. California

WESTERN PUBLISHING COMPANY, INC.
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Racine, WI 53404
(414) 633-2431
Allen G. Goldberg
John Dickey
James O'Donnell
Western produces books and activity products under four trademarks: Golden, Golden Book Videos, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, and educational products.

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Buffalo, NY 14213
(716) 887-3400
Myrl Vossler
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William D. Larsen
Russell R. Vaughn
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Hazelwood, MO 63042
(314) 524-5000
FAX: 314-595-1691
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Personal Care Products Division
Tacoma, WA 98477
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FAX: (214) 233-5508
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Richard Sherman
T. P. Gillis
Pyke Johnson
Manufacturers of disposable diapers.
SB 10–500–513

WHITE COFFEE CORPORATION
18–35 38th Street
Long Island City, NY 11105
(800) 221-0140
Angel Fontanez
Irwin White
Coffee manufacturer

WHITEHALL LABORATORIES
Div. Of American Home Products Corp.
685 Third Avenue
New York, NY 10017
(212) 878-6629
Donald Montgomery
C. Michael Grasso
Barry Cohen
Bryan Pazaras
SB 10–500–005

WINTER HILL FROZEN FOODS, INC.
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Westboro, MA 01581
(508) 366-9601
Harold Rudnick
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Carlo Iannelli
Mark Sinicropi
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Military Advertising & Promotion
59 Jefferson Ave.
Westwood, NJ 07675
(201) 664-9194
FAX: (201) 664-8083-
Bill Bennett
Jill Guise
Francesca Moffa
An independent advertising and promotion agency dedicated to meeting the special requirements of firms that are actively engaged in promoting their products through United States Military retail outlets.

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410 North Michigan Avenue
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(312) 644-2121
W. W. Labonte
A. Cipollina
Robert Togtman
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SB 10–500–111

WORLD'S FINEST CHOCOLATE, INC.
4801 South Lawndale
Chicago, IL 60632
(312) 847-4600
FAX: (312) 847-4006
TELEX: 2–5276
Frank J. Nudd
Martin L. Clifford
Manufacturer of solid chocolate bars, chocolate with almond bars, chocolate covered almonds and chocolate mint melt-a-ways for military commissaries, exchanges and Veteran canteens worldwide.

WORLDS OF CURLS, INC.
1600 S. Anderson Avenue
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(213) 636-5033
FAX: (213) 632-2771
TELEX: 664773
Clarence Carr
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WOC manufactures and markets HABA products to the ethnic, general market consumers. Brand names include Simply Satin Cosmetics, World of Curls and Blue Satin professional products.

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BUTTER
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INDEX TO ALA MEMBERS

How to use this listing: this membership listing provides a complete alphabetical roster of *all* classifications of ALA individual members as of August 18, 1989. Included are the names of individuals found in the **ALA Industry Members** listing who, for various reasons, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, NW, Washington, D.C. 20005; *Telephone:* (202) 466-2520.

This listing will also indicate, where applicable, an individual's affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

(01) **Alamo** Chapter
(04) **Hampton Roads** Chapter
(05) **Midwest** Chapter
(06) **Central Europen** Chapter
(07) **Hawaii** Chapter
(08) **Far East** Chapter
(09) **New England** Chapter
(10) **Northern California** Chapter
(11) **Northwest** Chapter
(12) **Southeast** Chapter
(13) **Gulf Area** Chapter
(14) **Rocky Mountain** Chapter
(15) **Southern California** Chapter
(16) **Washington D.C.** Chapter
(17) **New York** Chapter
(18) **Arizona** Chapter
(19) **Delta** Chapter
(21) **Florida** Chapter
(22) **Southwest** Chapter
(23) **Jersey-Penn-Del** Chapter
(24) **Great Plains** Chapter
(25) **Philippines** Chapter

Note: ALA Life Members are identified by (L); (98) = ALA Member-at Large.

Aagesen, Mary (05)
Director—Marketing
Johnson Products Company, Inc.
8522 S. Lafayette Ave.
Chicago, IL 60620
(312) 483-4100

Abbadessa, Philip (05)
Vice President, National Accts
Eagle Snacks, Inc.
701 Lynch Street
St. Louis, MO 63118
(314) 577-4089

Abbott, Allen (09)
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George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Abernethy, Julius (16)
VP-Sales
House of Windsor
Orchard Street
Yoe, PA 17313
(717) 244-4501

Abi-Saab, Issam (04)
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335 Hughes Drive
Newport News, VA 23602

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Miles Inc.
Box 340
Elkhart, IN 46515
(219) 264-8310

Abruzzese, Bob (09)
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Eurpac Service, Inc.
Box 563
Grafton, MA 01519
(508) 839-5323

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Sy Abzug & Company, Inc.
Suite 220
1335 Rockville Pike
Rockville, MD 20852
(301) 762-1107

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Bethesda, MD 20817
(301) 493-4405

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Sy Abzug & Company, Inc.
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Rockville, MD 20852
(301) 762-1107

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Rich-Seapak Corporation
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St. Simons Island, GA 31522
(912) 638-5000

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Suite 120
12050 Crown Point Drive
San Antonio, TX 78233

Adkins, Wayne (04)
Marketing Manager
Rockingham Poultry Inc.
Box 275
Broadway, VA 22815
(703) 896-7000

Agliano, AB (21)
Director, Military Sales
Lykes Pasco, Inc.
Box 97
Dade City, FL 34297-0097
(904) 567-5211

Agronsky, David (16)
Sales V.P.-Exchange Designline
911 S. Washington St.
No. 110
Alexandria, VA 22314
(800) 872-1019

Aiken, Harrison (06)
Chairman of the Board
Gateway Marketing, Inc.
Wiesbadenner Str. 20 A
6238 Hofheim-Wallau
West Germany

Akhtarzandi, Lis (16)
Regional Sales Manager
Military Audits of Market Information, Inc.
1732 Wisconsin Ave., N.W.
Washington, DC 20007
(202) 944-4023

Aksamit, W. W. Mike (14)
Eurpac Service, Inc.
7084 So. Cherry Drive
Littleton, CO 80122
(303) 770-3552

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Special Markets Account Mgr.
Brown & Williamson Tobacco
6611 General Store
San Antonio, TX 78238
(512) 647-8898

Albert, Terry (17)
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6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

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General Counsel
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100 Crossways Park West
Woodbury, NY 11797
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2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Aldridge, Charles (12)
Sales Rep.
Procter & Gamble Dist. Co.
Box 2310
Pinehurst, NC 28374
(919) 295-5828

Alexander, Charles (12)
S & K Sales Co.
Box 1129
Mauldin, SC 29662-1129
(803) 234-7816

Alexander, Chuck (05)
National Account Manager
NutraSweet Company
Box 900
1751 Lake Cook Road
Deerfield, IL 60015
(312) 940-9800

Alexander, Robert (21)
J.R. Simplot Company
4309 Jermy's Landing Dr. N.
Jacksonville, FL 32223
(904) 268-8091

Alexander, Robert (15)
Military Sales Manager
Vita-Fresh Vitamin Co, Inc.
4309 Jeremys Landing Dr., N.
Jacksonville, FL 32258

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Executive Assistant
Andrews/Mautner, Inc.
600 N. Broadway
Milwaukee, WI 53202
(414) 272-4482

Allen, Claude (04)
Eastern Zone Manager
Eurpac Service, Inc.
1421 Diamond Springs Road
Virginia Beach, VA 23455
(804) 460-2776

Allen, Donald F. "Bud" (15)
Senior Vice President
Tropic-Cal, Inc
2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361

Allen, John (17)
Exec. Dir., Military Sales
Eastman Kodak Company
343 State Street
Rochester, NY 14650
(716) 724-4903

Allerding, Robin (21)
Military Sales Rep.
Pentax Corporation
2654 Spreading Oak Lane
Jacksonville, FL 32217
(904) 268-3461

Amendola, Leonard (04)
Military/Government Sales Mgr.
Welch Foods, Inc.
9604 Carterwood Road
Richmond, VA 23229
(804) 741-2367

Amick, William (17)
National Sales Manager
Mennen Company
East Hanover Avenue
Morristown, NJ 07960-1928
(201) 631-9154

Amistadi, A. Pat (15)
President
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 797-0101

Amistadi, Martha (15)
Treasurer
AGS Foods, Inc.
Box 828
Calimesa, CA 92320
(714) 795-8919

Amthor, L. James (15)
Director, Military Sales
Comet Rice Mills, Inc.
Box 399
El Toro, CA 92630-0399
(714) 458-0192

Anastos, John (05)
President
The Drummers
405 N. Wabash
River Plaza
Chicago, IL 60611
(312) 664-8906

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Manager
Sweeney and Company
11205 Powder Mill Trail
Austin, TX 78750
(512) 258-3629

Anderson, Arnold (01)
Regional Manager
Gerber Products Company
Suite 911
100 N. Central Expressway
Richardson, TX 75080
(214) 231-3489

Anderson, Dale (01)
Dairy Products Sales Mgr.
C & C Distributors Inc.
Box 1796
Lawton, OK 73502
(405) 353-2000

Anderson, Ellis (06)
Publisher
R & R Communications, GmbH
Kolpingstrasse 1
6906 Leimen
West Germany

Anderson, Linda (15)
Marketing Manager
Off Duty Publications
Suite C-2
3303 Harbor Blvd.
Costa Mesa, CA 92626
(714) 549-7172

Anderson, Robert (09)
Military Coordinator
C & S Wholesale Grocers, Inc.
18 Chapel Street
Warwick, RI 02886
(401) 739-7446

Anderson, William (18)
President
Anstar-Sales & Marketing Inc.
Suite 275
3200 North Hayden Road
Scottsdale, AZ 85251
(602) 945-9978

Anderson, William (07)
Hallmark Cards, Inc.
2658 Hillside Avenue
Honolulu, HI 96822

Andrade, David (17)
Nat'l Sales Mgr.-Exchanges
Lever Brothers Company, Inc.
390 Park Avenue
New York, NY 10022
(212) 688-6000

Annestrand, Peter (01)
Regional Sales Mgr.
Carnation Company
Suite 1019
2626 Thousands Oaks
San Antonio, TX 70232
(512) 490-8171

Anthony, Ann (05)
Nat'l Retail Sales Manager
Luster Products Inc.
1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150

Antomaccio, Louis (17)
Regional Mgr.
Seagram Overseas Sales Company
375 Park Avenue
New York, NY 10152
(212) 572-7000

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Mgr. Matsushita Elec. Trading
Panasonic Company
6th Fl, World Trade Center Bld
4-1 Hamamatsu-Cho
2 Chome Minato-Ku,
Tokyo 105 Japan

Aoyama, Mits (08)
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Seagram Overseas Sales Company
2-197 Makado-Cho
Naka-Ku, Yokohama 231
Japan

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Advertising Director
Family Magazine
169 Lexington Ave.
New York, NY 10016
(212) 532-0660

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Sarvis, Inc.
2700 Oakleigh
San Antonio, TX 78232
(512) 496-2564

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Gerber Products Company
Suite 911
100 N. Central Expressway
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Pabst Brewing Company
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Milwaukee, WI 53201
(414) 223-3670

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c/o Corporetum Building No. 6
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Lisle, IL 60532
(312) 964-8668

Arp, Henry (17)
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American Tobacco Company
6 Stamford Forum
Box 10380
Stamford, CT 06904-2380
(203) 325-4900

Aschinger, Chris (05)
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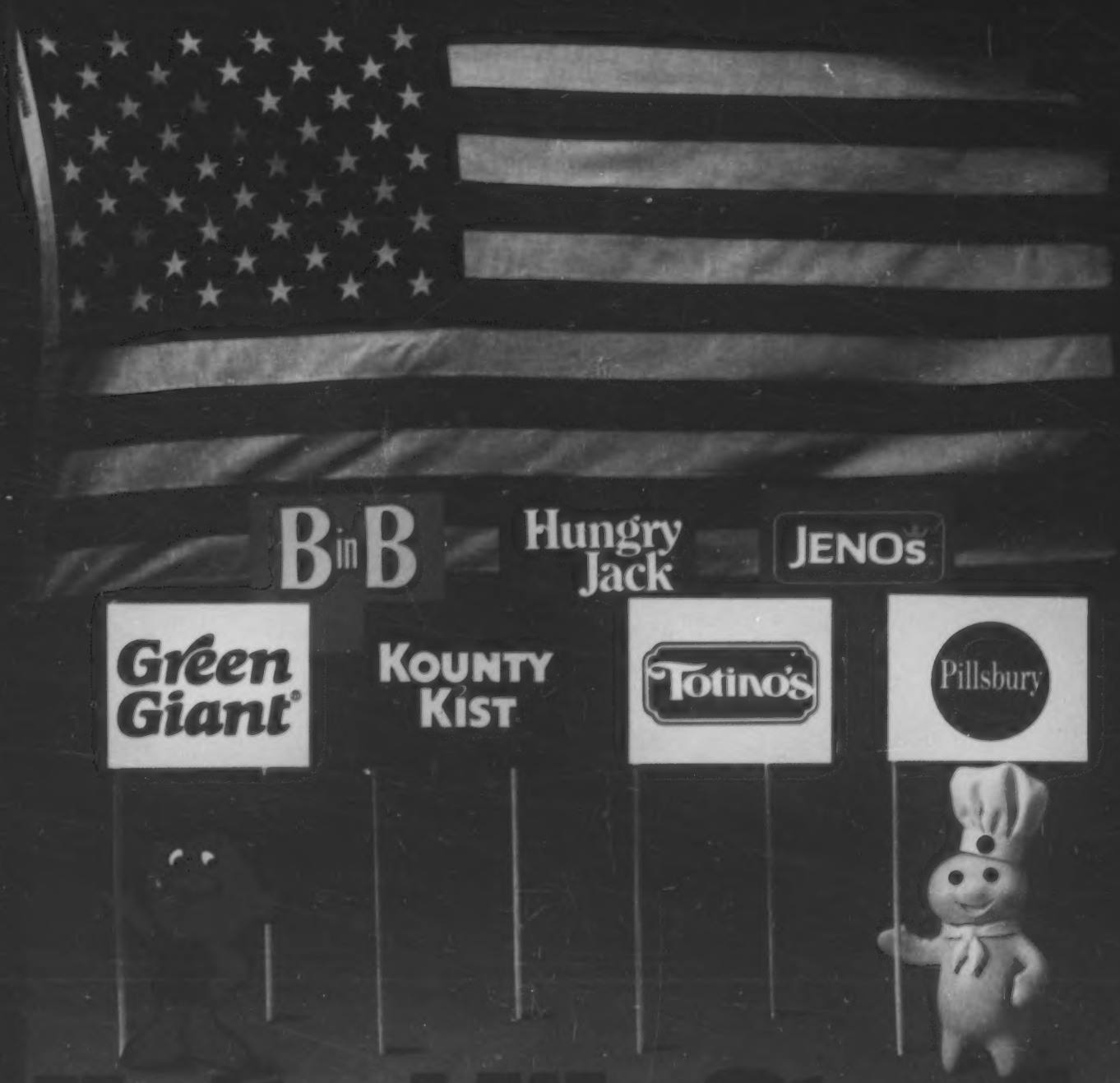

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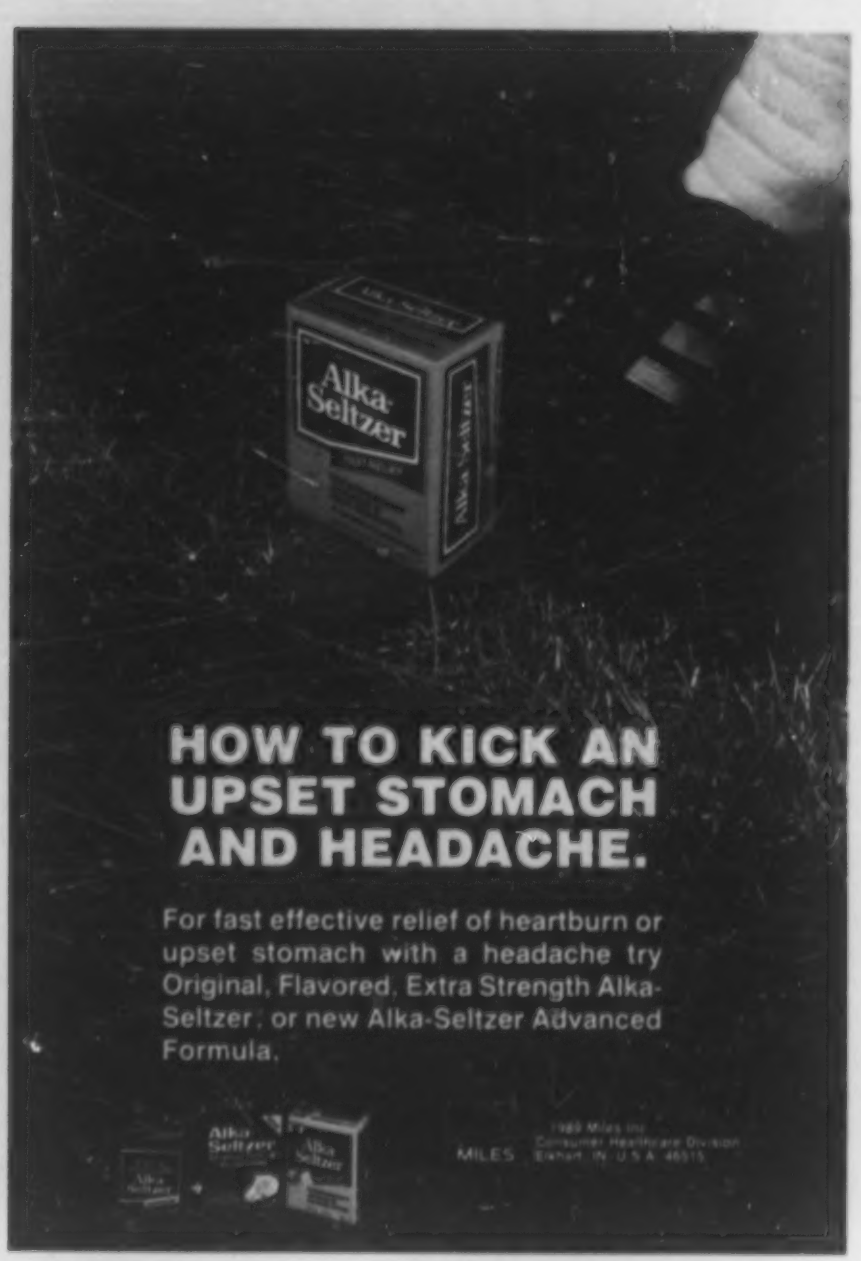
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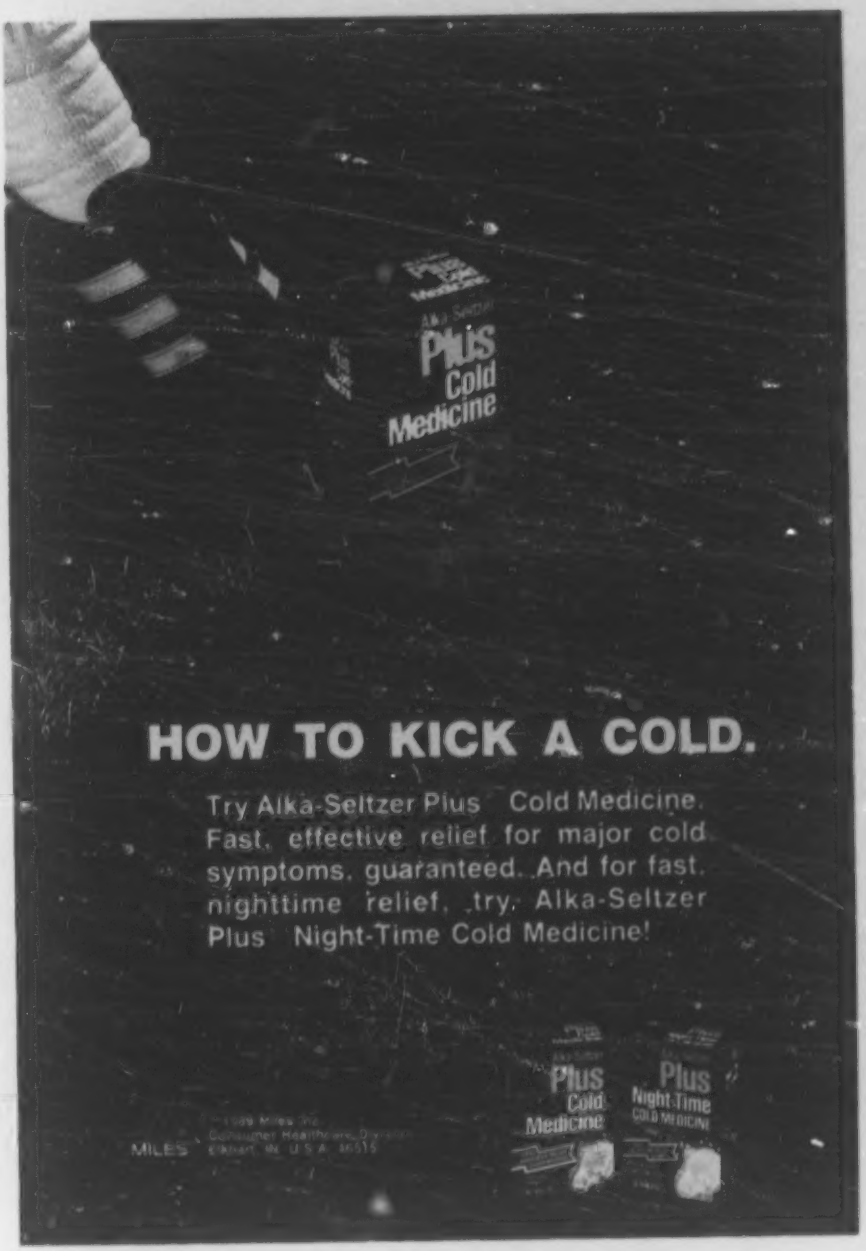

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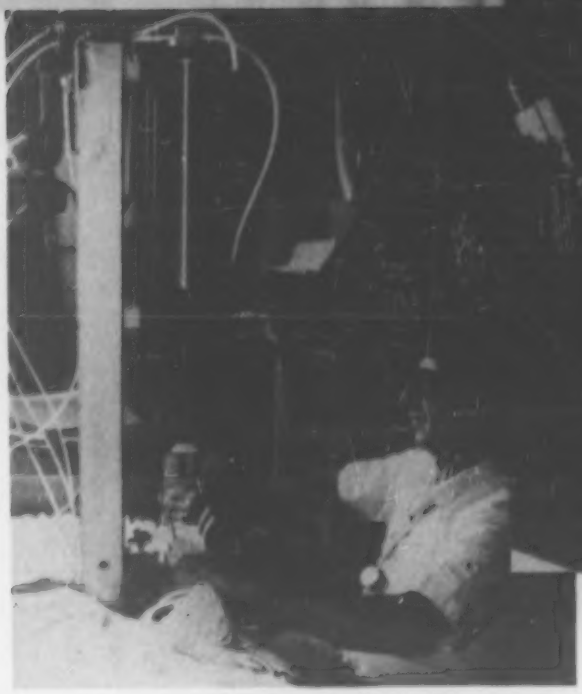

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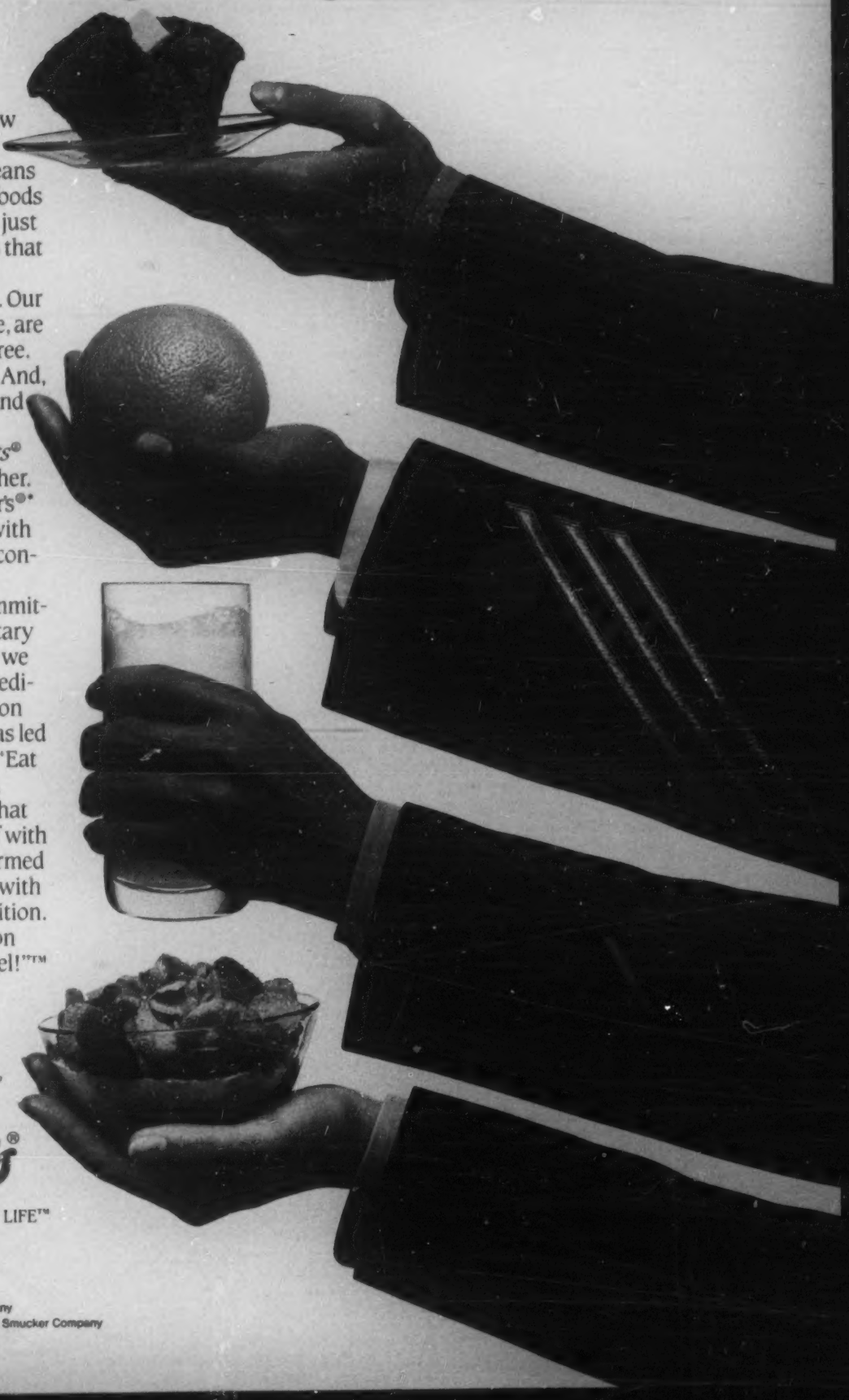

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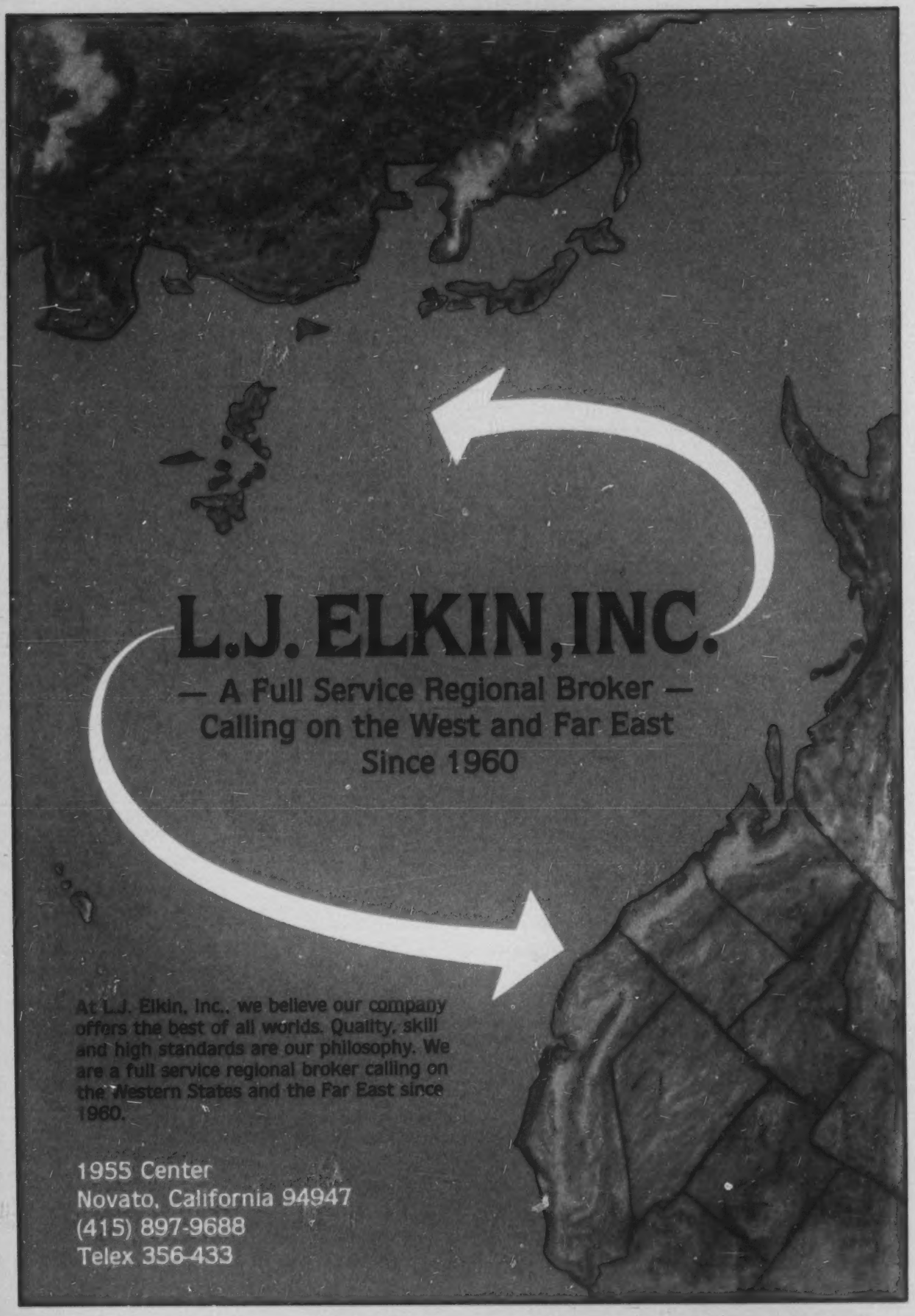
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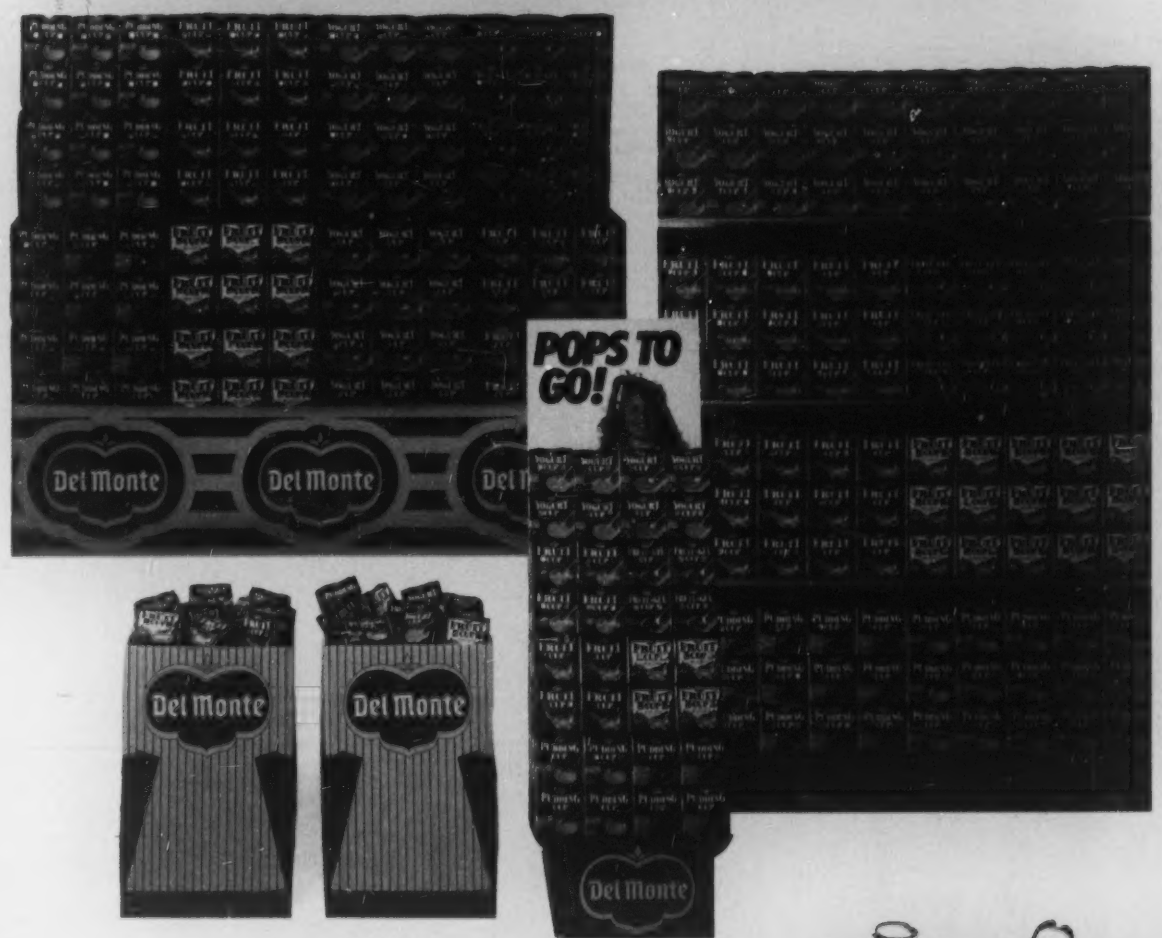

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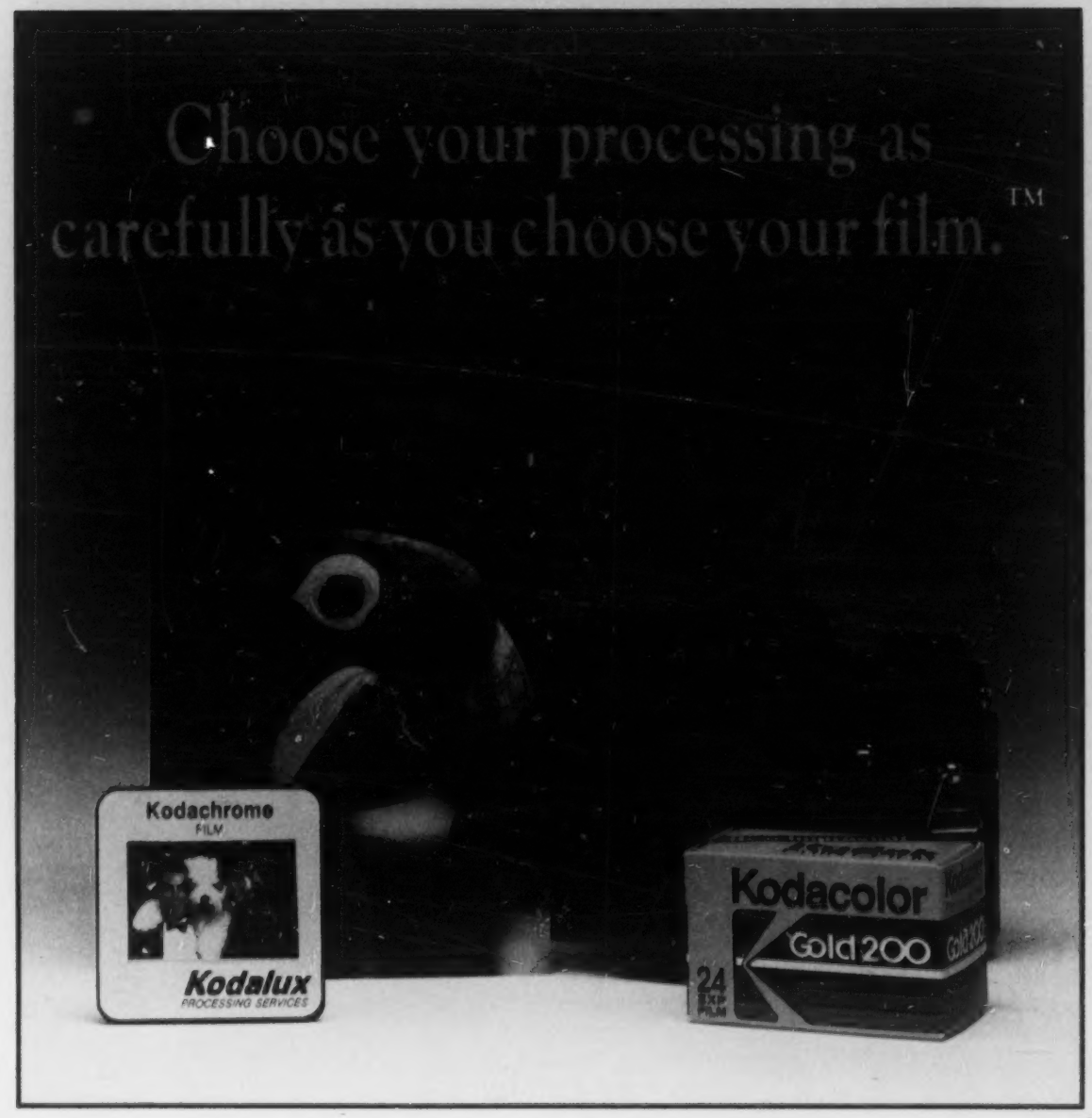

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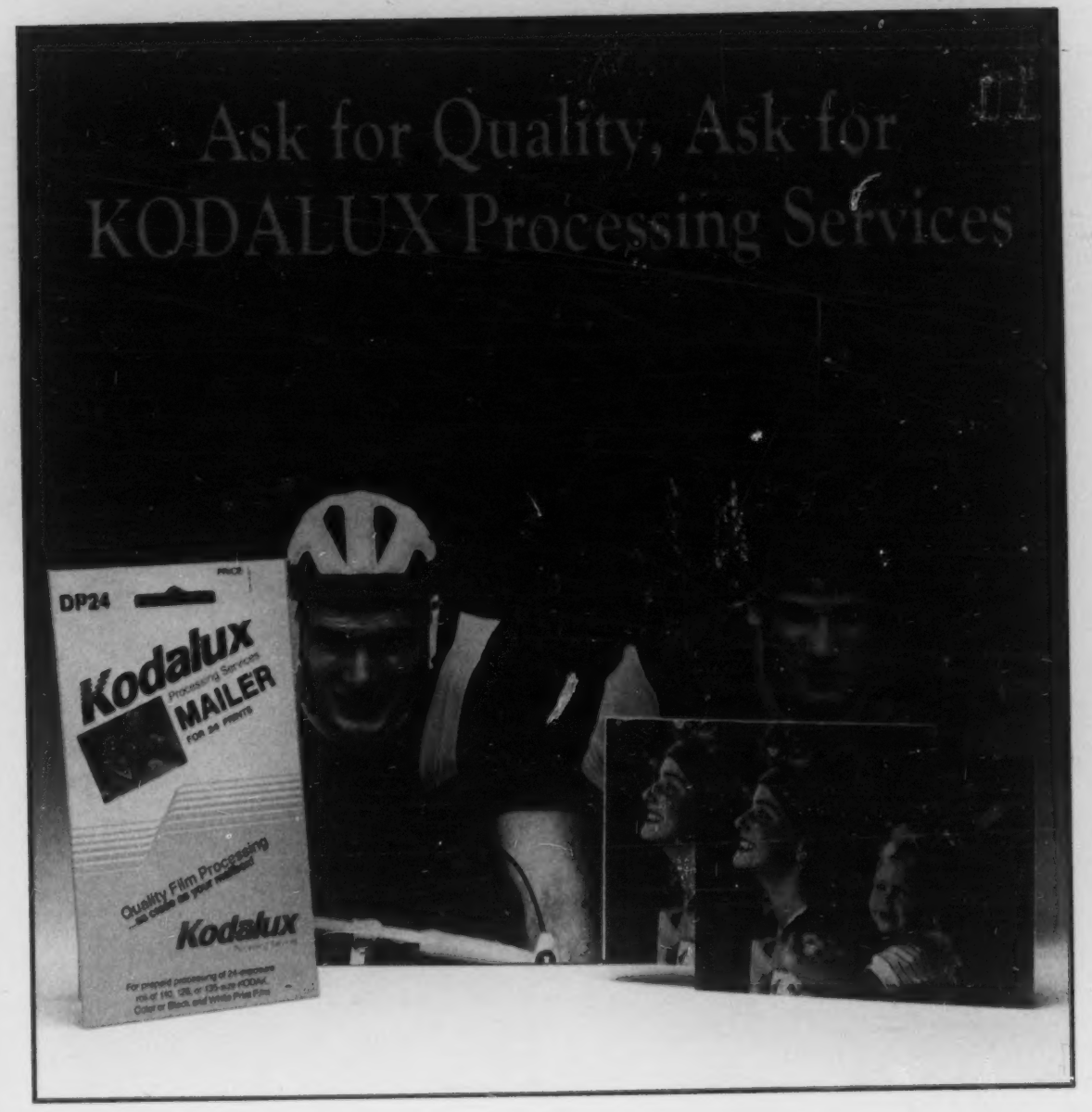

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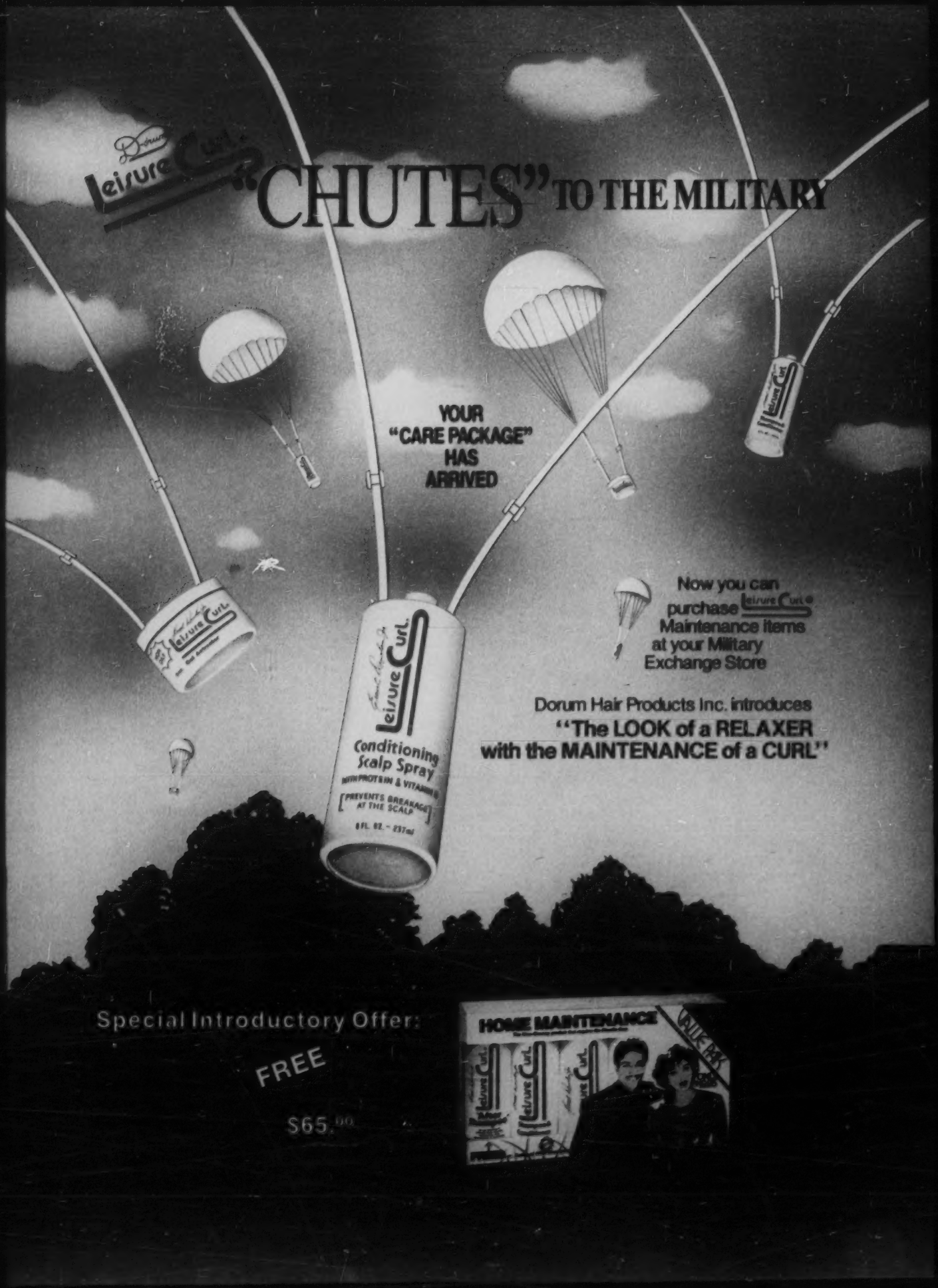
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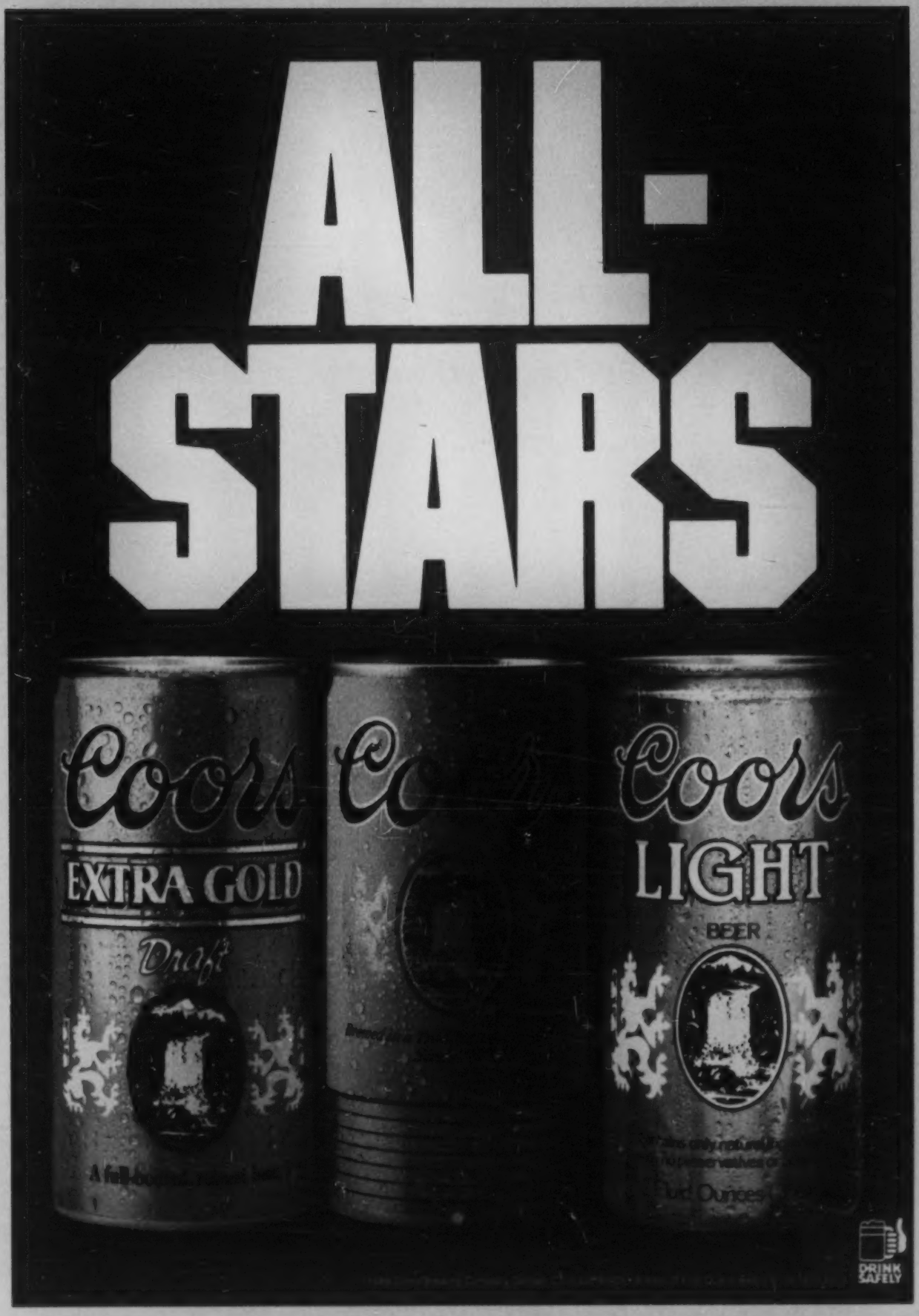
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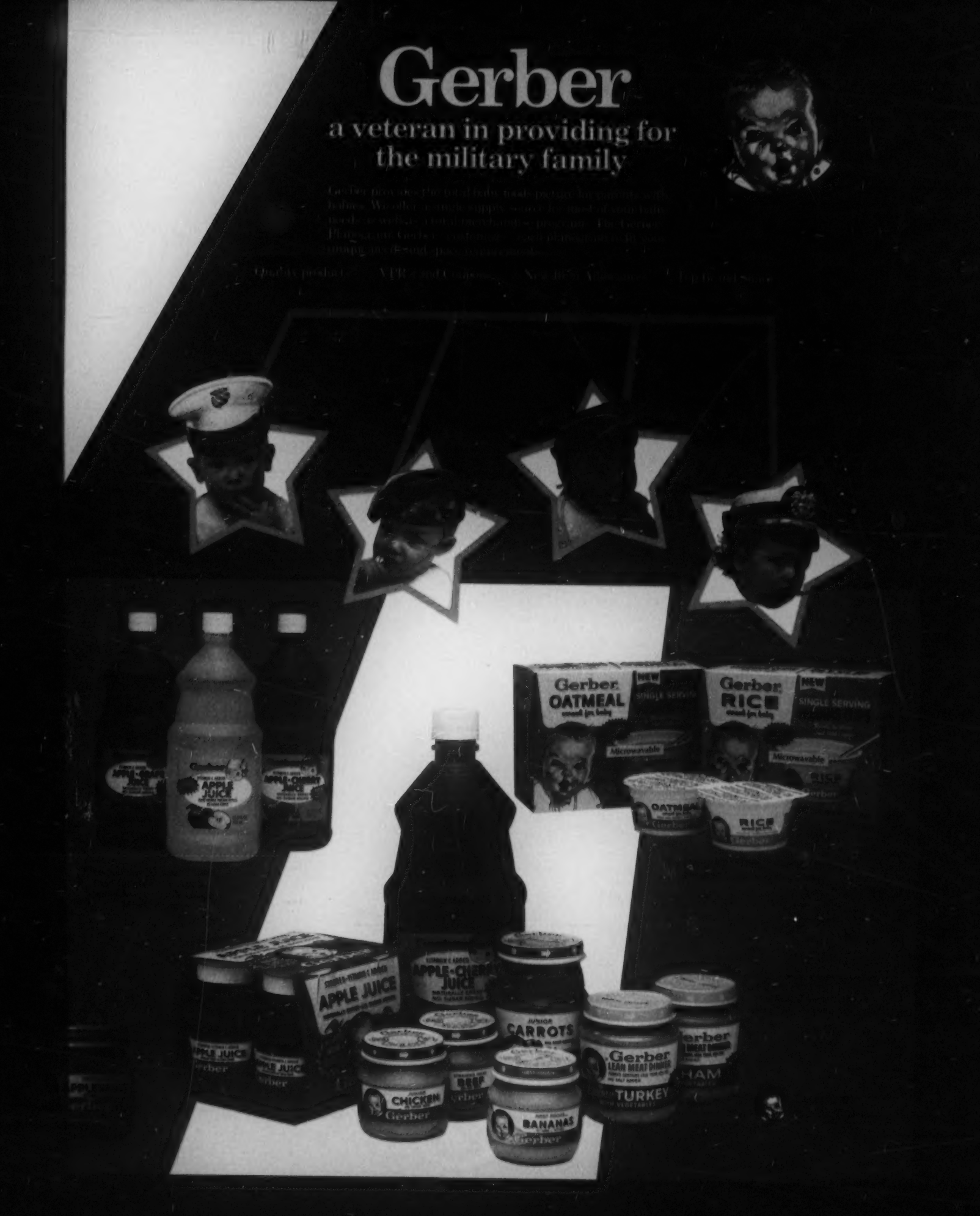

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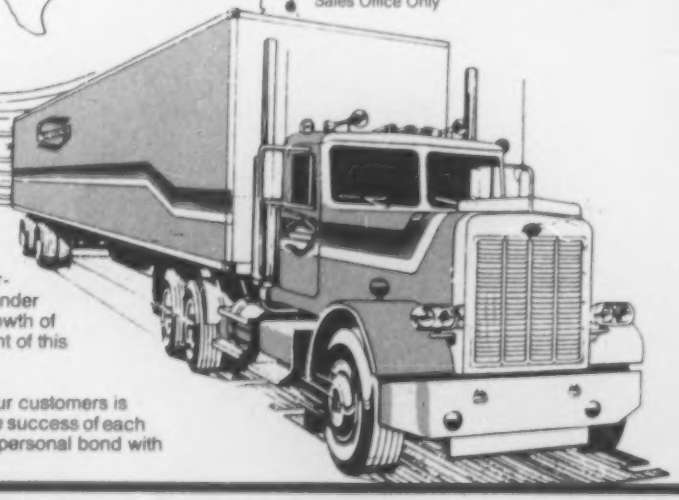

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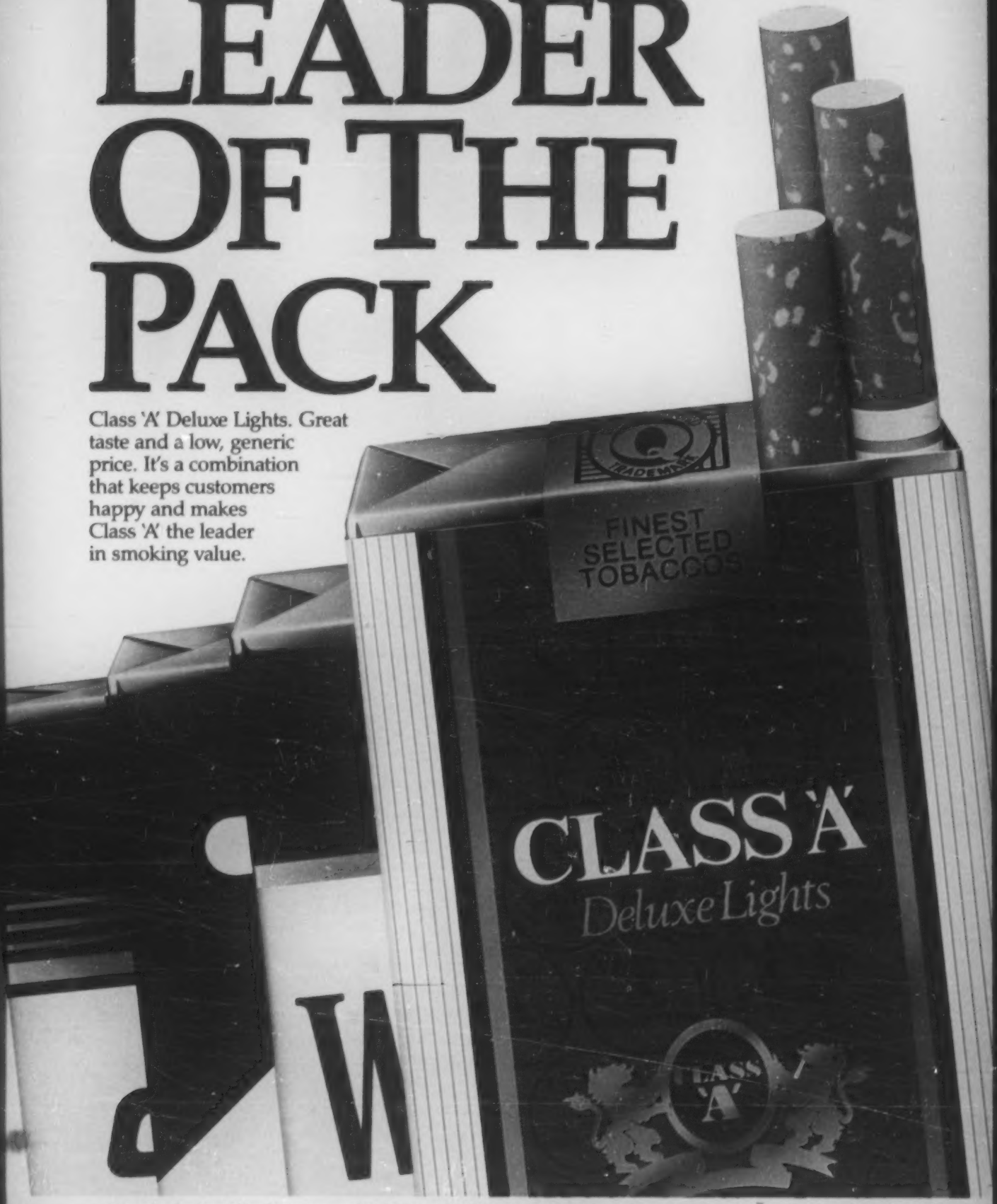

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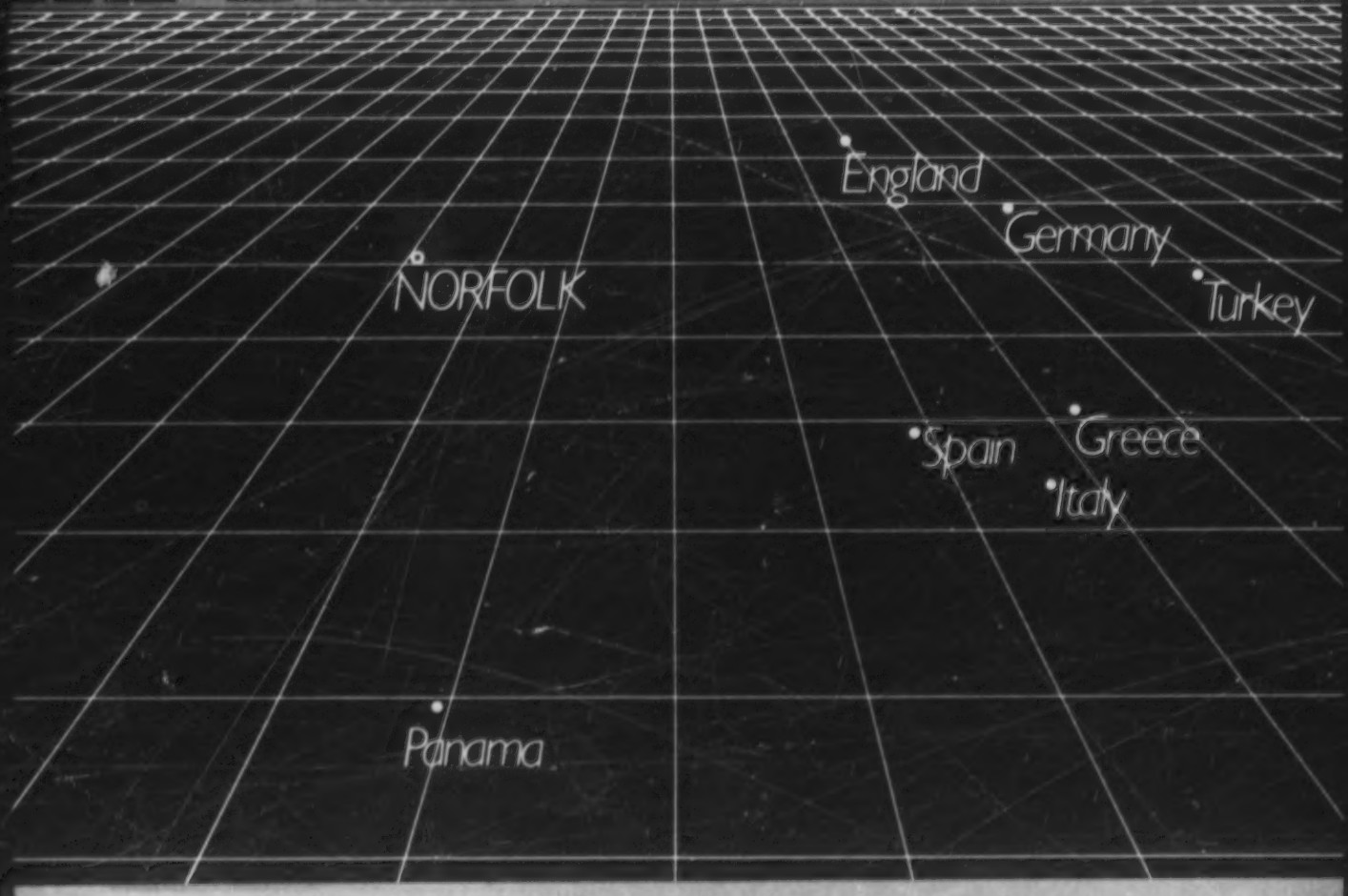

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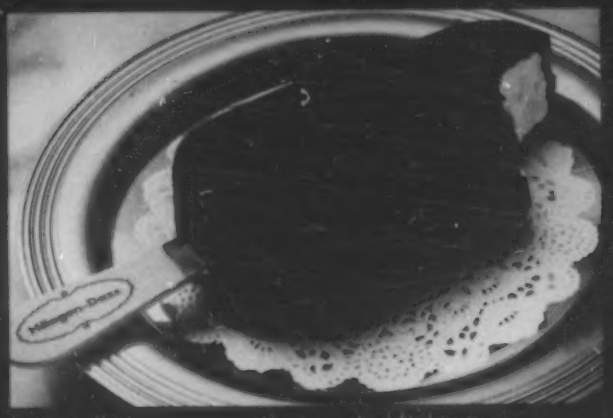
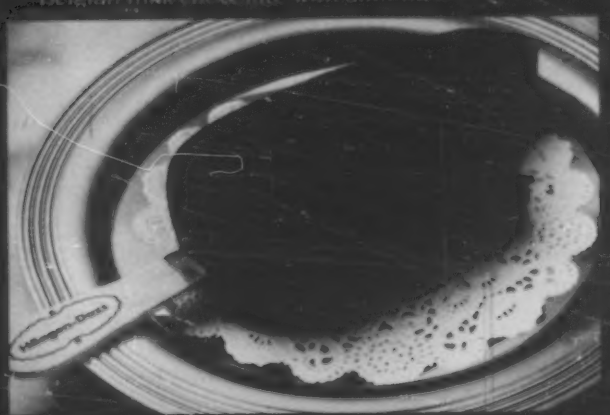


b) Vanilla ice cream with imported Belgian dark chocolate.



c) Chocolate ice cream with imported Belgian dark chocolate.

d) Vanilla ice cream with imported Belgian milk chocolate.

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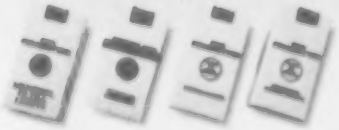

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2256 RHOB Ph: (202) 225-2401

W. G. (Bill) Hefner (D-NC)
2161 RHOB Ph: (202) 225-3715

Les AuCoin (D-OR)
2159 RHOB Ph: (202) 225-0855

Rep. John P. Murtha, Chmn.

Martin Olav Sabo (D-MN)
2201 RHOB Ph: (202) 225-4755

Julian C. Dixon (D-CA)
2400 RHOB Ph: (202) 225-7084

Joseph McDade (R-PA)
2370 RHOB Ph: (202) 225-3731

C. W. Bill Young (R-FL)
2407 RHOB Ph: (202) 225-5961

Clarence E. Miller (R-OH)
2308 RHOB Ph: (202) 225-5131

Bob Livingston (R-LA)
2412 RHOB Ph: (202) 225-3015

House Committee on Appropriations
Subcommittee on Military Construction

W. G. (BILL) HEFNER (D-NC), CHAIRMAN
2161 RHOB Ph: (202) 225-3715

William V. Alexander (D-AR)
233 CHOB Ph: (202) 225-4076

Lindsay Thomas (D-GA)
431 CHOB Ph: (202) 225-5831

Ronald Coleman (D-TX)
416 CHOB Ph: (202) 225-4831

Tom Bevill (D-AL)
2302 RHOB Ph: (202) 225-4876

Rep. W. G. (Bill) Hefner, Chmn.

Norman D. Dicks (D-WA)
2429 RHOB Ph: (202) 225-5916

Vic Fazio (D-CA)
2113 RHOB Ph: (202) 225-5716

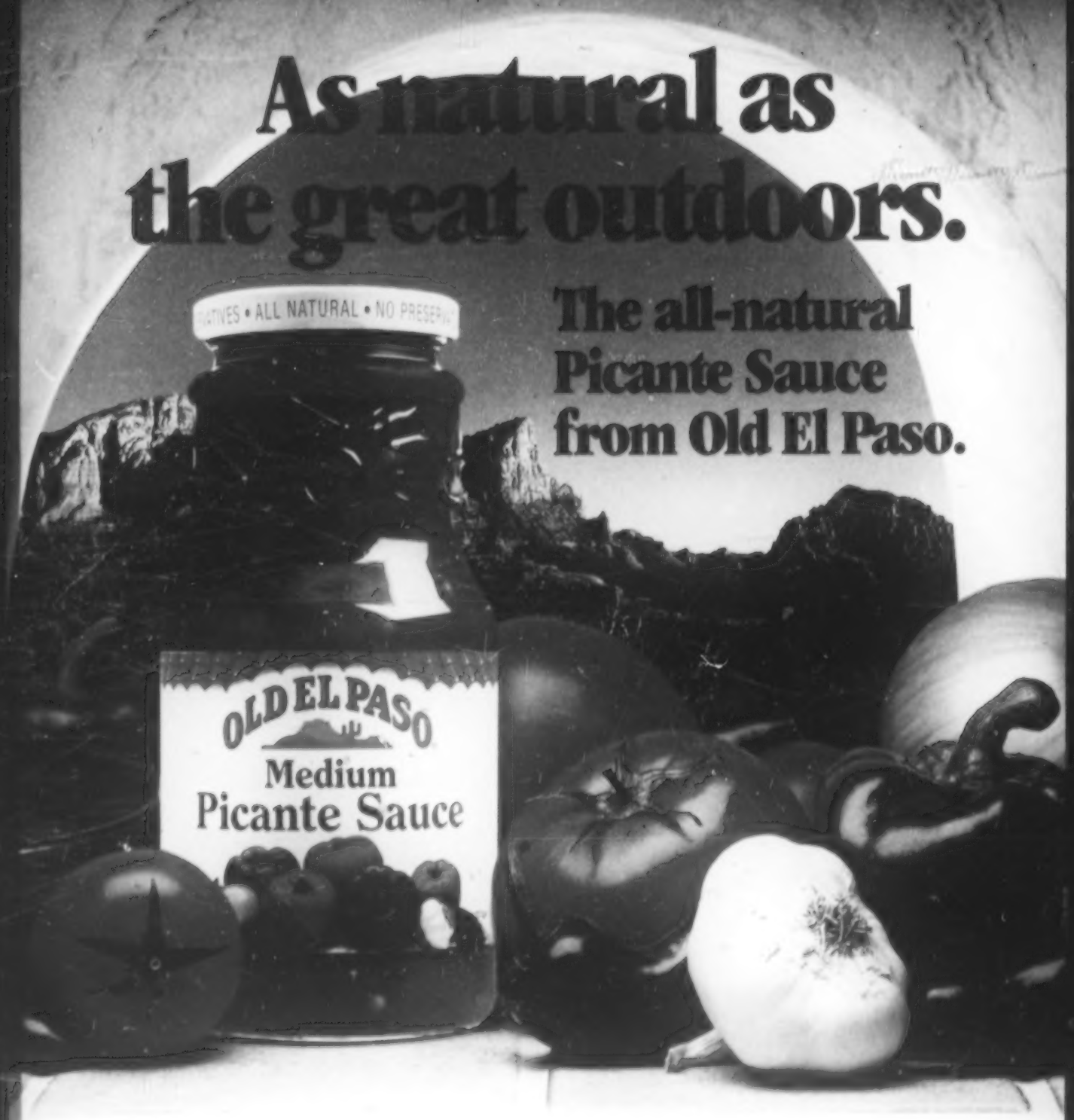
Bill Lowery (R-CA)
2433 RHOB Ph: (202) 225-3201

Mickey Edwards (R-OK)
2330 RHOB Ph: (202) 225-2132

Jim Kolbe (R-AZ)
410 CHOB Ph: (202) 225-2542

Thomas D. DeLay (R-TX)
308 CHOB Ph: (202) 225-5951

As natural as the great outdoors.

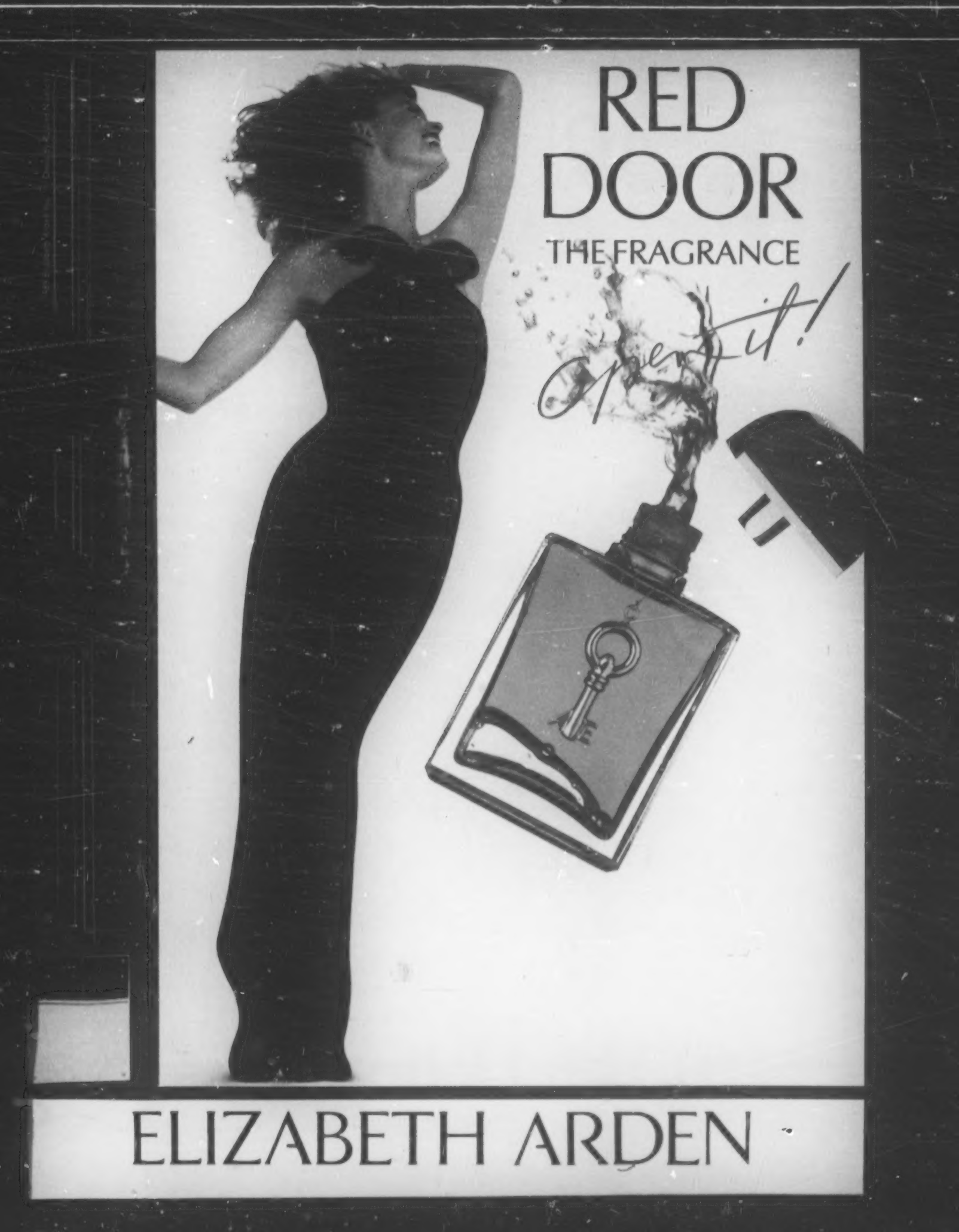


The all-natural Picante Sauce from Old El Paso.

Represented by the

C. Lloyd Johnson Co.

Norfolk, VA

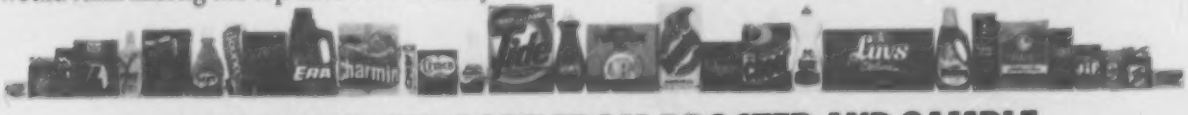

RED
DOOR
THE FRAGRANCE
open it!
ELIZABETH ARDEN

MARKET RESEARCH IS CRITICAL IN THE BATTLE FOR CUSTOMER SATISFACTION.

One secret to winning the battle for customer satisfaction is knowing exactly what your customers want. Before they go off the base. That's why Procter & Gamble's concept of Total Brand Support is vital to your military commissary or exchange.

A big part of Total Brand Support is Market Research. In fact, if we were to consider our Market Research Department as a separate company, it would rank among the top ten in the country. It's this kind of dedication that allows us to find out what customers want and need. Helping our brands maintain a median life span of 26 years versus 2.8 years for other brands. And leadership in 25 product categories. Products that customers look for in your commissary or exchange.

We'll pass this vital information on to you so you can use it to help increase sales. Because we know that customer satisfaction is half the battle.



TOTAL BRAND SUPPORT FROM PROCTER AND GAMBLE.

© 1988 Procter & Gamble

WHO'S WHO IN THE MILITARY MARKET . . . AT A GLANCE

LTG Donald W. Jones, USA
Deputy Asst. Secretary of Defense, Military Manpower & Personnel Policy (FM&P)
Phone: (202) 697-4166

RADM Daniel W. McKinnon, Jr., SC, USN
Commander, Naval Supply Systems Command (NAVSUP), and Chief of Supply Corps
Phone: (202) 695-4009

LTG Jimmy D. Ross, USA
Deputy Chief of Staff, Logistics (DCSLOG, Dept. of the Army)
Phone: (202) 695-4102

CAPT Francis E. Jopson, SC, USN
Director, Personnel Administration & Services (FM&P)
Phone: (202) 697-9525

Lt. Gen. Charles McCausland, USAF
Director, Defense Logistics Agency (DLA)
Phone: (202) 274-6111

Maj Gen John H. Voorhees, USAF
Commander, Defense Personnel Support Center (DPSC)
Phone: (215) 952-2300

Maj. James F. Sass, USAF
Assistant Director, Personnel Administration & Services (FM&P)
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Maj. Gen. M. Gary Aitkire, USAF
Commander, Air Force Commissary Service (AFCOMS)
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BGen W. T. Adams, USMC
Director, Facilities & Services Division (HQ USMC)
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Lt Col Jungus Jordan, USAF
Assistant Director, Personnel Administration & Services (FM&P)
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RADM Rodney K. Squibb, SC, USN
Commander, Navy Resale and Services Support Office (NAVRESSO)
Phone: (718) 390-3700

BG Charles E. St. Arnaud, USA
Commander, U.S. Army Troop Support Agency (TSA)
Phone: (804) 734-3600

CAPT Howard E. Kuhns, SC, USN
Commander, Subsistence Field Activities & Director, Subsistence (DPSC)
Phone: (215) 952-2900

Maj. Gen. Jeffery D. Kahla, USAF
Commander, Army and Air Force Exchange Service (AAFES)
Phone: (214) 780-3551

CAPT Donald A. Anderson, USCG
Chief, Exchange and Morale Division (HQ USCG)
Phone: (202) 267-0726

John Price
Head, Retail Operations Branch Morale Welfare and Recreation Support Activity (USMC Retail Operations Branch)
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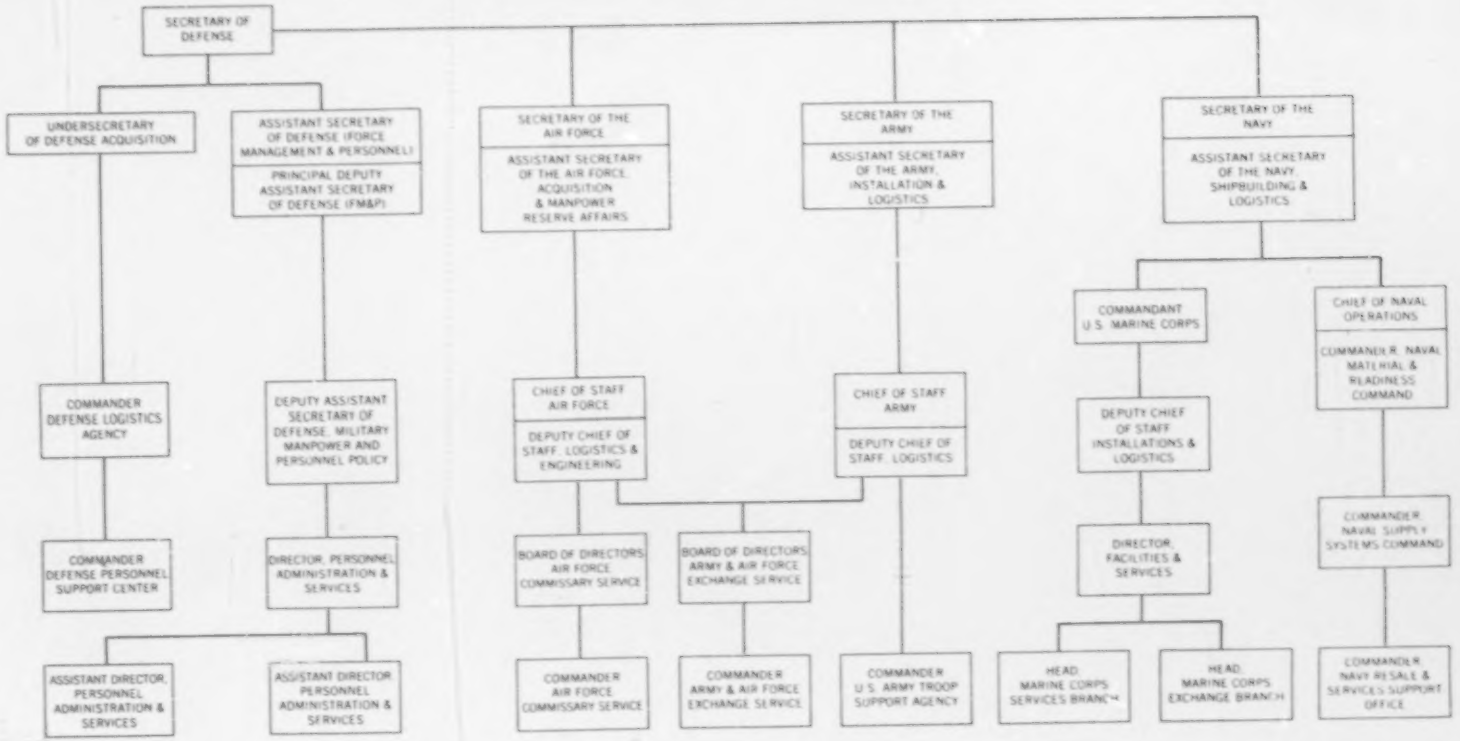
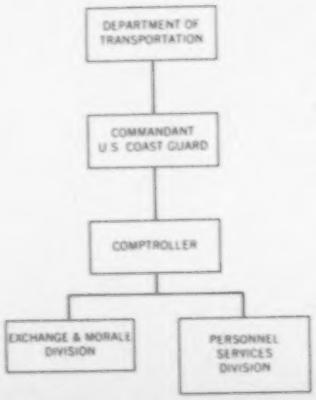
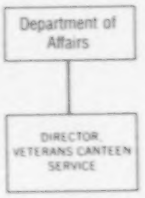
Joseph H. Jou, Head, Commissary Services Branch (HQ USMC)
Phone: (202) 694-2571

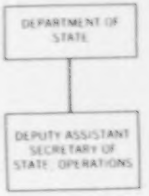
Patrick B. Nixon
Commissary Program Manager (HQ USMC)
Phone: (202) 694-8616

DEPARTMENT OF DEFENSE


SECRETARY OF DEFENSE
UNDERSECRETARY OF DEFENSE ACQUISITION
ASSISTANT SECRETARY OF DEFENSE (FORCE MANAGEMENT & PERSONNEL)
PRINCIPAL DEPUTY ASSISTANT SECRETARY OF DEFENSE (FM&P)
SECRETARY OF THE AIR FORCE
ASSISTANT SECRETARY OF THE AIR FORCE, ACQUISITION & MANPOWER RESERVE AFFAIRS
SECRETARY OF THE ARMY
ASSISTANT SECRETARY OF THE ARMY, INSTALLATION & LOGISTICS
SECRETARY OF THE NAVY
ASSISTANT SECRETARY OF THE NAVY, SHIPBUILDING & LOGISTICS
COMMANDER DEFENSE LOGISTICS AGENCY
DEPUTY ASSISTANT SECRETARY OF DEFENSE, MILITARY MANPOWER AND PERSONNEL POLICY
CHIEF OF STAFF AIR FORCE
DEPUTY CHIEF OF STAFF, LOGISTICS & ENGINEERING
CHIEF OF STAFF ARMY
DEPUTY CHIEF OF STAFF, LOGISTICS
COMMANDANT U.S. MARINE CORPS
CHIEF OF NAVAL OPERATIONS
COMMANDER, NAVAL MATERIAL & READINESS COMMAND
DEPUTY CHIEF OF STAFF INSTALLATIONS & LOGISTICS
COMMANDER DEFENSE PERSONNEL SUPPORT CENTER
DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
BOARD OF DIRECTORS, AIR FORCE COMMISSARY SERVICE
BOARD OF DIRECTORS, ARMY & AIR FORCE EXCHANGE SERVICE
DIRECTOR, FACILITIES & SERVICES
COMMANDER, NAVAL SUPPLY SYSTEMS COMMAND
ASSISTANT DIRECTOR, PERSONNEL ADMINISTRATION & SERVICES
ASSISTANT DIRECTOR PERSONNEL ADMINISTRATION & SERVICES
COMMANDER AIR FORCE COMMISSARY SERVICE
COMMANDER ARMY & AIR FORCE EXCHANGE SERVICE
COMMANDER U.S. ARMY TROOP SUPPORT AGENCY
HEAD, MARINE CORPS SERVICES BRANCH
HEAD, MARINE CORPS EXCHANGE BRANCH
COMMANDER NAVY RESALE & SERVICES SUPPORT OFFICE







AIR FORCE COMMISSARY SERVICE (AFCOMS)
Kelly AFB, Texas 78241-6290
Phone: (512) 925-6655
Commander: Major General M. Gary Alkire, USAF

Maj Gen Alkire

Roy C. Speight

Key Headquarters Personnel

Executive Office

Commander
Maj Gen M. Gary Alkire, USAF
(512) 925-6655

Deputy to the Commander
Roy C. Speight
(512) 925-6274

Executive Officer
Maj Clesson D. Allman, USAF
(512) 925-6274

General Counsel
Col. Peter Rogers, USAF
(512) 925-6657

Senior Enlisted Advisor
CMSgt. Glenn H. Lewis, USAF
(512) 925-6274

Historian
Dr. Peter D. Skirbunt
(512) 925-7051

Directorate of Engineering & Services

Chief, Air Force Liaison, Commissary Division
Col Richard J. Tessier
Hq USAF/LEEF
Pentagon, Washington, DC
20330-5130
(202) 695-3265

Command Environment Health Officer
Lt Col Samuel L. Brock
(512) 925-3246

Office of Public Affairs

Director
Ken Perrotte
(512) 925-6284

Deputy Director
Michael D. Hawkins
(512) 925-6284

Office of the Comptroller

Comptroller
Arthur Coleman
(512) 925-8121

Deputy Comptroller
Fred Blake
(512) 925-8121

Chief, Budget Division
Rita Alexander
(512) 925-4831

Chief, Accounting Division
Gertrude G. Myers
(512) 925-6144

Chief, Cost Division
Cynthia Heath
(512) 925-8141

Directorate of Information Management

Director
Capt Donald R. Greiman, USAF
(512) 925-7051

Directorate of Engineering

Director of Engineering
Walter L. Winters, Jr.
(512) 925-7215

Chief Consultant Service Division
John Liddy
(512) 925-7215

Chief, Design & Construction Division
Dick Steede
(512) 925-6717

Directorate of Operations

Director of Operations
Robert D. Tate
(512) 925-7344

Deputy Director, Operations
James A. Doherty
(512) 925-7344

Contracting Division

Chief
Robert J. Sine, Jr.
(512) 925-6933

Contract Stocking Specialists
James W. Bruess
William Patterson
(512) 925-6416

Procurement Analysts
Robert Stark
Richard Wilson
(512) 925-6933

Contractor Specialists (Buyers)
Gloria Casses
Josie Hernandez
Belinda Brown
Shari Smith
(512) 925-6933

Logistics Division

Chief
CMSgt Horace Brown, Jr.
(512) 925-9467

Equipment & Supply Specialists
MSgt Elliot D. Krinsky
Robert Bland
(512) 925-9467

Industrial Engineer
Arthur T. Edwards III
(512) 925-9467

Construction Specialists
Charles Redepenning
Wayne Martin
(512) 925-9467

Merchandising Division

Chief
Gary C. Duell
(512) 925-7958

Product Manager, Group 1
Del Shook
(512) 925-7858
Canned fruits and vegetables, dry fruit, frozen foods and dairy products, including fresh dough.

Product Manager, Group 2
Sandra Hernandez
(512) 925-7958
Condiments, spices, baking needs, cookies, crackers and cereals.

Product Manager, Group 3
James P. Davidson
(512) 925-7958
Candy, snacks, soups, beverages, dry beans, rice, canned fish & meat, international foods, including pasta, sauces and tomato products.

Product Manager, Group 4
Joe Vasquez
(512) 925-7958
Pet foods, soaps, paper products, detergents, household products and tobacco products.

Product Manager, Group 5
Jo Ann Bolton
(512) 925-7958
Health & beauty aids, bags, wraps, baby foods, formula, hosiery, disposable diapers, cups and plates.

Product Manager, Group 6
Jerry Brown
(512) 925-7958
Fresh beef, pork, smoked meats, lunch meats, fresh fish, deli, pizza carts, fresh lamb and chicken.

Product Manager, Group 7
Fred Arias
(512) 925-7958
Fresh fruits and vegetables, salad bars and floral.

Plan-o-grams
Capt Guy M. Palumbo
SSgt Stacey Kjellesvik
(512) 925-7958

Subsistence Division

Chief
Bobbie R. Humphrey
(512) 925-6414

Transportation
Wendell L. Estes
(512) 925-6414

DPSC Subsistence/Troop Support
John V. Perry
TSgt Michael A. Auderer
(512) 925-6414

MILSTRIP/MILSBILLS Procedures
TSgt. Michael H. Pettitt
(512) 925-6414

Systems & Procedures Division

Chief
Christoph Berger
(512) 925-8528

Chief, Policy & Procedures Branch
Earl V. Ward
(512) 925-7168

Chief, Systems & Support Branch
Melvin D. Palmer
(512) 925-8528

Systems Support Specialist
Georgia White
(512) 925-8528

Front-End Management Specialist
Jackie McLeod
(512) 925-8528

Subsistence Operations Specialist
TSgt Bruce L. Jones, USAF
(512) 925-8528

Administrative Management Specialist
Lucinda Nadean
(512) 925-5250

Plans & Readiness Division

Chief
Capt Sheita D. Reese, USAF
(512) 925-5250

WRM/WCDO Rations
Charles C. Ervin
(512) 925-5250

Directorate of Communications/ Computer Systems

Director
Lt Col Wayne D. Griess, USAF
(512) 925-8446

Chief, Management Support Design Division
Jerry Green
(512) 925-4258

Small Computer Technical Center
Emily Funari
(512) 925-8446

Chief, Commissary Operations Design Division
Ashley Finnie
(512) 925-4251

Chief, Program Management Division
Carl W. Smith
(512) 925-8446

Directorate of Manpower, Personnel and Training

Director
Dwight Hall
(512) 925-6048

Chief, Manpower & Organization Division
Vic Spradley
(512) 925-6048

Chief, Civilian Personnel Division
Roger L. Preslar
(512) 925-6049

Chief, Military Personnel Division
CMSgt Richard F. Scholz, USAF
(512) 925-8302

Chief, Training Division
Dr. G. Yvonne Holloway
(512) 925-8231

Chief, Special Examining Unit
Daniel De Los Santos
(512) 925-7978

Tear into one of our six new chicken dishes.

Now you can perfect rich Cacciatore, tangy Teriyaki, smoky Mesquite and three other mouthwatering dishes *easily* with new McCormick®/ Schilling® Great Cooking Mixes for Chicken. Try our six new sauce blends and marinades, created to bring out the heart of great chicken taste.

McCormick®/Schilling®
The Heart of Great Cooking.

CREAMY CHICKEN CURRY • CHICKEN TERIYAKI • CHICKEN MESQUITE • CHICKEN DIJON • CHICKEN CREOLE • CHICKEN CACCIATORE

Inspector General Directorate

Director
Lt Col Sally Gabrielson, USAF
(512) 925-6764

Chief, Inspection Division
Jim Leahey
(512) 925-6764

Chief, Security & Safety Division
G. T. King
(512) 925-6764

Chief, Internal Control Review & Oversight Division
Marie Hughes
(512) 925-6764

Directorate of Strategic Planning & Analysis

Director
Lt Col Stan Polk, USAF
(512) 925-7978

Deputy Director
C. Deene Gott
(512) 925-7978

Chief, Long Range Plans Division
Capt Mike Sliman, USAF
(512) 925-7978

Chief, Information Systems Plans Division
R. Richard Godfrey
(512) 925-7978

Chief, Analyst Division
Manuel Pina
(512) 925-7978

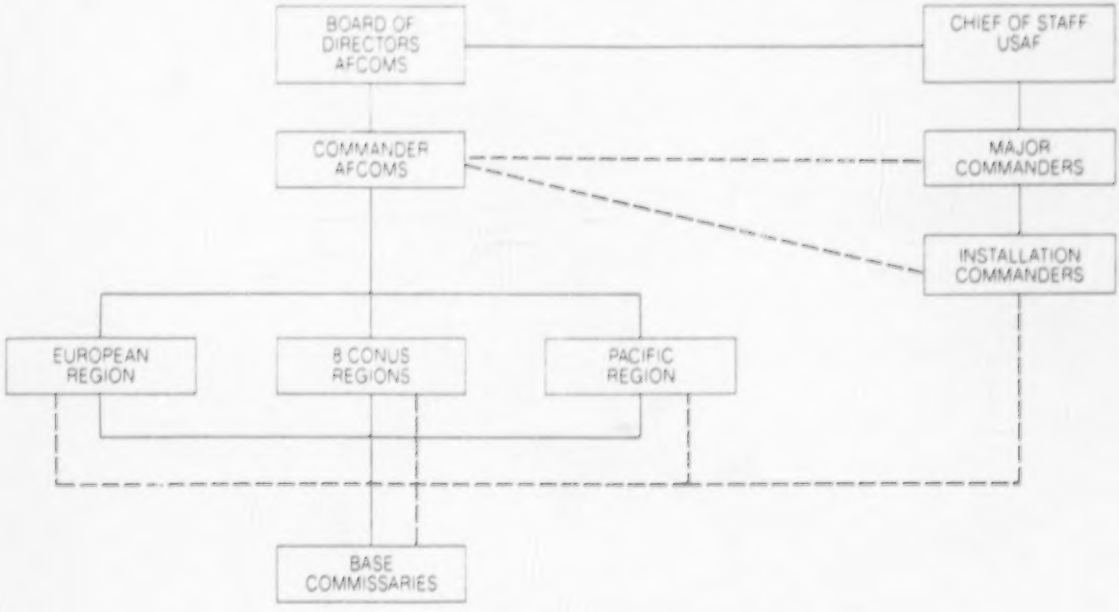
Chief, Functional Review Division
Ken R. Jones
(512) 925-7978

AFCOMS Buying Procedures

Vendors who wish to participate in AFCOMS corporate sales programs should make an appointment with the AFCOMS/DOM merchandising division. They can be reached at (512) 925-7958.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m., Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

AIR FORCE COMMISSARY SERVICE (AFCOMS)



Serving America's Finest
America's Favorite

OSCAR MAYER is proud to be the meat industry leader - number one brand of Hot Dogs, Luncheon Meats and Bacon. Oscar Mayer supports the services with VPR's coupons, promotions, merchandising allowances, display equipment and patron savings.

LOUIS RICH

In the growing poultry category, LOUIS RICH Turkey Products meet the needs of today's active military lifestyle.

OSCAR MAYER

Since 1883, the name OSCAR MAYER has stood for Quality, Value and Service. We are proud to carry that tradition to the military patrons.

CLAUSSEN

The upper crunch of pickles -- always cold, always crunchy, never cooked.

Keebler® Company is the first major national snack food marketer to voluntarily commit to reducing or eliminating cholesterol and saturated fats in all their products!

AFCOMS Commissary Regions

CONUS Regions & Directors

AFCOMS California Region/FC
Norton AFB, CA 92409-6467

Acting Director
Jimmy Staples
(714) 382-2211

AFCOMS Southern Region/FC
Maxwell AFB, AL 36112-6722

Director
John McGowan
(205) 293-6318

AFCOMS North Central Region/FC
Offutt AFB, NE 68113-0123

Director
Ronald Clark
(402) 294-4815

AFCOMS Northeast Region/CC
Langley AFB, VA 23665-6078
Director
Col Frank Dooley, USAF
(804) 766-1371

AFCOMS Northwest Region/FC
McChord AFB, WA 98438-6290

Director
Leon Gist
(206) 984-3941

AFCOMS South Central Region/FC
Lackland AFB, TX 78236-5000

Director
Dick Maness
(512) 671-3305

AFCOMS Southwest Region/CC
Luke AFB, AZ 85309-6078

Director
Lt Col Harry Mamaux, USAF
(602) 848-8900

Overseas Regions & Complexes

AFCOMS Europe Region
Ramstein AB, Germany
APO New York 09094-5000
049-6371-42896

Commander
Col Terry Fowler, USAF

Deputy Commander
William Mackrain

United Kingdom Region
AFCOMS Det 21/CC
RAF Lakenheath, UK
APO New York 09179-5000

Commander
Lt Col M. Stanton Slone
0044-63818-2727

Central European Region
AFCOMS Det 21/FC
Vogelweh, Germany
APO New York 09094-6290

Director
Gary Duell
049-0631-56005

Mediterranean Region
AFCOMS Det 60/FC
Aviano AB, Italy
APO New York 09293-6290

Director
Dan Claffey
0039-434-651384

AFCOMS Pacific Region
Hickam AFB, HI 96853-6290
(808) 422-1548

Commander
Col James Scott, USAF

Deputy Commander
John McDonald

Okinawa Region
AFCOMS Det 3/FC
Kadena AB, Japan
APO San Francisco 96239-6290

Director
Ivars Vilnis

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale), Anniversary Sale, and the Customer Appreciation Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

AFCOMS Commissary Store Sales By Department FY84–FY88

Department	FY84	FY85	FY86	FY87	FY88
Grocery	$1,617,104,972	$1,626,741,717	$1,671,134,702	$1,738,134,000	$1,832,759,235
Meat	346,073,691	330,914,416	333,685,377	354,241,000	365,168,892
Produce	100,944,181	100,771,558	109,953,004	117,994,000	125,645,523
Total	**$2,064,122,844**	**$2,058,427,691**	**$2,114,773,083**	**$2,210,378,000**	**$2,323,573,650**

Note: Store sales exclude data from troop issue/subsistence accounts.

AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor	Commodity Group	% Factor
Best Buy	.020	Cookies & Crackers	.024
Health Food	.012	Candy/Peanuts	.027
Peanut Butter	.005	Chips, Snacks & Popcorn	.032
Jam and Jelly	.007	Powdered Beverages	.010
Liquid Dressing	.007	Soda	.037
Mayonnaise and Salad Dressing	.007	Sanitary Napkins	.010
Vinegar	.003	Health & Beauty Aids	.043
Pickles	.010	Baby Formula	.007
Olives	.003	Baby Foods	.018
Catsup and Mustard	.007	Baby Diapers	.033
Barbecue Sauce	.003	Semi-Moist Dog Food	.003
Oil	.010	Dry Dog Food	.031
Shortening	.003	Canned Dog Food	.010
Pudding	.010	Dry Cat Food	.007
Flour	.007	Canned Cat Food	.012
Cake Mixes	.017	Cups & Plates	.010
Baking Needs	.006	Napkins	.010
Gravies	.006	Paper Towels	.038
Sugar/Salt/Spices	.014	Facial Tissue	.010
Pork and Beans	.007	Toilet Tissue	.041
Canned Vegetables/Mushrooms	.026	Bags & Wraps	.016
Potatoes & Stuffing Mix	.005	Box Detergent	.026
Small Family Section	.003	Liquid Detergent	.007
Canned/Dry Fruits	.012	Bleaches & Starch	.010
Juice	.030	Fabric Softeners	.010
Cocoa	.004	Liquid Dish Detergent	.010
Tea	.006	Electric Dish Detergent	.003
Instant Coffee & Creamer	.009	Heavy Duty Cleaners	.007
Ground Coffee	.013	Ammonia & Window Cleaners	.003
Milk/Canned and Dry	.006	Soap Pads & Cleaners	.003
Canned Soup	.021	Bath & Bowl Cleaners	.003
Dry Soup	.005	Skilcraft Products	.010
Prepared Dinners	.008	Air Fresheners	.003
Canned Fish	.010	Waxes and Carpet Free	.003
Canned Meat	.010	Bar Soap	.010
Canned Macaroni	.004	Light Bulbs	.003
Sauce and Paste	.010	Charcoal	.003
Dry Macaroni	.013	Insecticide	.003
International Foods	.017	Gourmet	.006
Rice	.008		
Dry Beans	.003	*Total:*	1.000
Cold Cereal	.043		
Pop Tarts	.006		
Hot Cereal	.006		
Pancake Mix	.003		
Pancake Syrup	.003		

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

Revlon Introduces Nutrasôme Supplement.

Scientifically Proven. Adds more thickness and manageability to every hair you have.

TriOxyl Complex.™ Penetrates the shaft to reinforce each strand of hair.

Nutrasôme Supplement. If you don't have as much hair as you want, make the most of the hair you have.

Nutrasôme®
Advanced Therapy for Thinning Hair.

REVLON

ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Boulevard
Dallas, TX 75236-1598
Phone: (214) 780-2011
Telex: 73-2374
Commander: Major General Jeffery D. Kahla, USAF

MGen Kahla

BG Ellis

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES), now in its 94th year, provides goods and services to the U.S. military community at home and abroad. As a non-appropriated federal instrumentality, it is mostly self-supporting and generates earnings each year which are used to help fund the military's morale, welfare and recreation (MWR) programs.

From its headquarters in Dallas, Texas, AAFES operates nearly 6,000 retail facilities on military installations worldwide. It also runs 1,800 food outlets including franchised Burger King restaurants; 600 automotive facilities; catalog services; 800 movie theaters; 374 Class Six stores; and 2,000 vending patios worldwide. Additionally, AAFES offers personal services through concession contracts with local businesses. These include beauty and barber shops, florists, laundries and dry cleaners and repair shops of all kinds.

In overseas areas, AAFES runs its own meat and ice cream plants, dairies and bakeries, and is responsible for the school lunch program at Department of Defense schools.

The purpose of AAFES is stated in its two-fold mission: to provide merchandise and service to authorized customers at uniformly low prices, and to generate reasonable earnings in support of military morale, welfare and recreation programs. The mission has remained essentially unchanged since exchanges were established in July 1895.

Annual sales in AAFES facilities amounted to $6.2 billion in 1988. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses—and MWR. Last year's dividends to MWR amounted to $132.1 million. Over the past 20 years AAFES has returned some $1.9 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is also receptive to minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two subordinate organizations overseas, **AAFES-Europe** based in Munich, Germany and **AAFES-Pacific** in Honolulu, Hawaii. In the U.S., AAFES is divided into four exchange regions. It also has its own distribution network headquartered in Dallas, Texas. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 79,000 civilians. Nearly 30,000 employees are military family members. All civilian salaries are paid from AAFES earnings, not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES negotiates only with authorized individuals and awards contracts only to eligible persons and firms. To conduct business, all visitors must have some identification that will establish the visitor's authority to represent a principal. An employee of a manufacturer should have a business card, badge, ID card, or authorization letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a firm, must have a current letter of authorization from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the last twelve months.

When visiting AAFES, visitors are also required to have a registration number. This number is obtained by completing AAFES Form 3900-56 (a Notice of Appearance Before Exchange Activity). Unless a correction is necessary, the registration number is permanent and can be used on all visits. Particular attention should be paid to the reverse side of the form which includes a statement of AAFES policy on gratuities; references to pertinent Army and Air Force regulations and brief summaries of applicable statutes.

Visitors must complete a Visitor's Registration Form, AAFES Form 3900-58, on every visit.

Store Visitation Policy

If the firm is doing business with AAFES, entry to the stores as a vendor rep is authorized by the contract. Representatives who do not have a contract with AAFES may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or overseas merchandise branch or division.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

Selling to AAFES

AAFES purchases retail merchandise, supplies, services and equipment in a variety of markets. These purchases involve many forms of competitive purchasing and item selection. Although purchases may be made from other government sources, most of our purchases are made directly from private business. We make competitive purchases through the negotiated method (as opposed to formal advertising used in some appropriated fund acquisitions) on the basis of full and free competition to the extent practicable. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration. Avoid sending any unsolicited samples of merchandise or products to AAFES. If any samples are required for product evaluation purposes, you will be specifically requested to provide them. Send us your product brochures or other descriptive literature which portrays the merchandise or products you are interested in selling.

The sale of some retail merchandise by CONUS exchanges is limited in category and cost price by the Armed Services Exchange Regulations approved by the U.S. Congress. The list of items is available from Hq AAFES. There are no limitations on retail merchandise sold in exchanges overseas.

Since AAFES is basically a retailing organization serving the needs of the military community, we select items for resale on the basis of a product's demonstrated customer acceptance in the commercial market place. Due to space and investment limitations, we avoid being a test market for new and unproved products.

Commodity Procurement

(Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES and the CONUS exchange regions buy commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in overseas exchanges, items and services for CONUS exchange regions, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Fine jewelry items and prerecorded music (records, tapes and discs) are purchased by contracting officers at the AAFES Specialized Distribution Center (ADC), Atlanta, GA.

Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate purchasing sections listed below. Firms or individuals wanting to sell fine jewelry items should address correspondence to: AAFES Distribution Section, P.O. Drawer WW, Forest Park, GA 30051 or call (404) 363-7153. Firms wanting to sell prerecorded records, tapes or discs should address correspondence to: Records Distribution Section, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-3761.

The CONUS exchange regions purchase the merchandise, retail food and institutional food sold in the post and base exchanges located in their respective geographical areas which are not purchased from Hq AAFES-established sources. Firms or individuals wanting to sell their products to these CONUS regions should write or telephone the appropriate buyers for the region involved. Information regarding the CONUS exchange region mailing addresses, telephone numbers, vendor appointment times, and listings of exchanges within each region, and so forth, is given below.

Alaska and Offshore Exchanges

The **Golden Gate Exchange Region** is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, which will forward the information to the Golden Gate Exchange Region.

The **Southeast Exchange Region** purchases merchandise for exchanges in Puerto Rico and Panama, Greenland, and the Azores.

Other Overseas Exchanges

Commodities are bought for other overseas exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in overseas exchanges are primarily bought by **Hq AAFES-Europe** from sources in Europe. The Purchasing Directorate's Pacific Field Office handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe
APO New York 09245

(Commercial)
Commander
Hq AAFES-Europe
McGraw Kaserne
Tegernseer Landstr. 210
8000 Muenchen 90
Federal Republic of Germany

(APO)
Hq AAFES Purchasing Directorate
Pacific Field Office
APO San Francisco 96328

(Commercial)
Hq AAFES Purchasing Directorate
Pacific Field Office
Yokota Air Base Bldg. #4018
Fussa-shi, Tokyo 197
Japan

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the overseas exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES purchasing sections listed in this directory.

Non-Resale Items

These are the supplies and equipment used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to:

Chief, Support Procurement Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

The majority of books and publications are supplied to exchanges in the United States by local distributors serving the area in which the exchange is located. Contracts with distributors are on a guaranteed sales basis and require the contractor to provide in-store service and remove unsold and outdated publications. Sales of hardbound books are extremely limited in the exchanges located in the U.S. Each of the four exchange regions contracts for support of its exchanges.

For Alaska, publications are purchased by Golden Gate Exchange Region.

For Hawaii, publications are the responsibility of HQ AAFES-Pacific, Purchasing Division.

For Azores, Greenland, Panama and Puerto Rico, publications are handled by the Southeast Exchange Region.

For Guam, Japan, Korea, Okinawa and the Philippines, stores are operated by Pacific Stars and Stripes, Tokyo, Japan.

For Europe, publications are sold in book stores operated by the Stars and Stripes.

You may also wish to contact:

Alamo Exchange Region
5315 Summit Parkway
San Antonio, TX 78228-1176

Capital Exchange Region
Indiana Army Ammunition Plant
Bldg. 2501
Charlestown, IN 47111-9670
Phone (812) 283-1683

Golden Gate Exchange Region
7555 Sansome Street
San Francisco, CA 94111–1777
Phone (415) 772-5947
Contact: Wade Robinson

Southeast Exchange Region
312 Montgomery Street
Montgomery, AL 36104–3496
Phone (205) 241-8206
Contact: Linda Turner

Stars & Stripes
APO New York, NY 09175
or
Stars & Stripes
252 Seventh Avenue, Room 401
New York, NY 10001

AAFES-Pacific
919 Ala Moana
Honolulu, HI 96814–4999
or
Pacific Stars and Stripes
APO San Francisco, CA 96503

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and businesses. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement, music and beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation by small businesses and minority business enterprises is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For more information on minority business opportunities, contact the Special Assistant for Minority Business Utilization at Hq AAFES.

In CONUS, contracting is done at each of the four exchange regions for exchanges under their jurisdiction. Anyone interested in providing a customer service should contact the contracting office at the appropriate exchange region.

Firms or individuals wanting to provide a service at overseas locations have to comply with the laws and regulations of the host country. For further information, contact the applicable overseas exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than $200,000.

Hq AAFES Support Procurement Division contracts for new construction and renovation exceeding $200,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES-PD, Support Procurement Division, P.O. Box 660202, Dallas, TX 75266-0202.

Contact the appropriate region to be included in their construction source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES-PD Support Procurement Division. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Directorate.

The four CONUS exchange regions also procure A-E services on a limited basis, covering some of the smaller projects. If you are interested in being considered for selection, contact the Engineering Branch of the applicable exchange region.

Overseas exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable overseas exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their

specific certificate of appointment. They have considerable authority to act for AAFES in business matters. No one else may orally, or in writing, obligate AAFES to purchase any product or service.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, AAFES Form 4200-10. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm wants to provide, and (2) provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order and through over-the-counter sales at most exchanges in CONUS. The catalog, in effect, serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

Approximately 900,000 copies of the catalog are printed and distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Division, Marketing Directorate.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES Purchasing Directorate for inclusion of U.S.-origin products. Overseas suppliers should contact the European Field Office, Munich, Germany, or the Pacific Field Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups.

Distribution Centers

Exchanges worldwide are supported from 13 Distribution Centers (DCs). The CONUS DCs receive, process, and ship a variety of merchandise categories.

The Atlanta DC, Forest Park, GA distributes fine jewelry, phonograph records and prerecorded tapes, military uniforms, fashion shoes and American catalog merchandise worldwide. Additionally, it distributes general merchandise to all exchanges east of the Mississippi, including Europe, plus selected items to other exchanges worldwide.

From the Oakland DC, CA, general merchandise is distributed to stores west of the Rockies, including Alaska and throughout the Pacific. The new North Texas DC in Waco, TX, supports exchanges east of the Rockies and west of the Mississippi.

The new Dan Daniel DC in Newport News, VA, serves stores along the eastern seaboard and Europe with general merchandise. In addition, certain other items, such as shoes, are supplied worldwide. This one million square foot facility is the first of four state-of-the-art regional centers to be built by AAFES.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center** (FDC) at Hq AAFES and a Fashion Distribution Activity, Atlanta, GA.

All distribution centers are under supervision of the AAFES Distribution headquarters.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the vendor ships the merchandise directly to the store. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES stock assortment is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift, gratuity, or anything of monetary value from any person or firm doing, or seeking to do, business with the Government.

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences including termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it by telephoning the AAFES HOTLINE, 1-800-442-6345.

Minority Business Utilization Policy

AAFES procurement personnel will promote the development of minority business enterprise to the extent that such action is consistent with the AAFES mission and that such procurement is accomplished in the 50 States, Puerto Rico and Guam.

ENJOY THE QUALITY PRODUCTS THAT MADE

PEPSI-COLA

#1

IN THE OVERSEAS MILITARY MARKET

Beverages, Food
Industries, Inc.
(A Subsidiary of
8310 Harvest Hill Rd. • Suite 255
Dallas, TX 7623

For superior performance against the elements

This tag is the symbol for the ultimate in protection. That's why you'll find it hanging only on Gore-Tex™ outerwear.

Gore-Tex® fabric is the only product with the Guaranteed To Keep You Dry™ pledge.

It protects you from rain, wind, sleet and snow while letting sweat vapor escape to keep you dry and comfortable.

Gore-Tex outerwear has been tested, proven, and chosen by all branches of the U.S. Armed Forces. Weather protection tough enough for the military means superior performance and comfort in recreational garments.

The secret is the 9 billion pores in every square inch of Gore-Tex fabric. Microscopic holes, each too small to let water droplets in–and randomly offset to keep rushing winds out–are engineered to let sweat vapor escape.

Imagine this total performance in footwear, gloves, garments, socks and hats, and you'll see why Gore-Tex outerwear is simply a matter of military intelligence.

Look for this tag and our guarantee. Call 1-800-431-GORE for the ultimate reward in all-weather protection.

GORE

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SUPERIOR CHOICES
FROM CARL BUDDIG
Offer your customers the Superior Choice with the product line from the Buddig family that stands for quality.
Buddig is the #1 selling brand in the thin-sliced meat category.[1]
Old Wisconsin Sausage adds profits to a growing deli/meat category.
Old Wisconsin Cheese is the award-winning[2] Natural Swiss.
New Buddig "Lean Slices" is 98% fat free ham and 97% fat free turkey.
Buddig provides the most extensive advertising and promotion programs in these categories.
OLD WISCONSIN GOOD PRODUCTS
Buddig
It always tastes like someone cares.™
Carl Buddig
Lean Turkey HAM
Lean HAM
Lean Pepper BEEF
Lean BEEF
TURKEY
CHICKEN
Lean PASTRAMI
Lean Corned BEEF
Contact: Ron Baker, Regional Manager
Carl Buddig and Company
14675 Midway Road, Suite 100
Dallas, TX 75244
1-214-960-8771

The "sales maker" in Europe

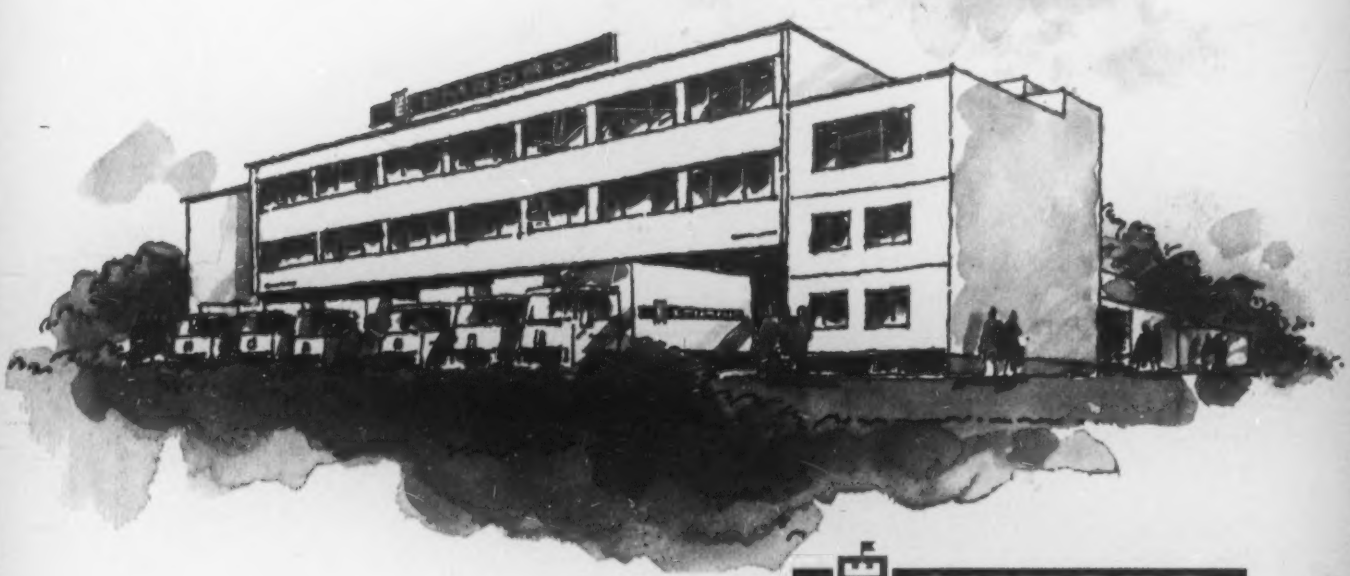
Emborg Foods, a household word to the U. S. military in Europe, has serviced the market continuously since 1948.

Emborg Foods offers duty-free warehouses and a delivery service for dry, refrigerated and frozen goods to virtually every NATO military customer in Europe.

And, as military brokers we also represent a variety of U. S. brand name products, sold not only in the commissaries and AAFES facilities, but also to the clubs and messes.

Calls at clubs, messes, AAFES facilities and commissaries are a part of our daily routine.

Does your product line benefit from that kind of service?



EMBORG

Emborg Foods GmbH
Daimlerstrasse 3
D-6374 Steinbach-Taunus
West Germany

Phone: 49-6171-7008-0 / 700884
Fax: 49-6171-71318
Telex: 410770

Headquarters AAFES

Command Group

Commander
MGen Jeffery D. Kahla, USAF
(214) 780-3551

Vice Commander
BG Joseph T. Ellis, USA
(214) 780-3631

Deputy Commander for Operations
Paul E. Fromm
(214) 780-3663

Chief of Staff
Col Floyd Herndon, Jr., USAF
(214) 780-3731

Special Assistant for Minority Business Utilization
Lynda Hemphill
(214) 780-3571

Senior Enlisted Advisor
CMSgt Thomas C. Flowers, USAF
(214) 780-3051

HQ AAFES Public Affairs Division

Director
Col Carol Habgood, USAF
(214) 780-3865

Deputy Director
Dub Bush
(214) 780-3865

Washington, D.C. Office

Army & Air Force Exchange Service
Room 5E-483, Pentagon
(202) 695-2958

Chief
Vacant

Executive Assistant/Army
George Quigley

Executive Assistant/Air Force
Kenneth Wilson

General Counsel
Evan E. Thomas

HQ AAFES Comptroller Directorate

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Orman Frazier
(214) 780-3161

Chief, Financial Management Branch
Frank Vitullo
(214) 780-2731

Chief, General Accounting Division
George Derrico
(214) 780-2631

Chief, Insurance Division
Kenneth Weaver
(214) 780-2271

Chief, Payroll Division
Dorothy Webster
(214) 780-3870

Chief, Fiscal Policy, Procedures and Systems Division
Carl E. Foreman
(214) 780-2187

HQ AAFES Engineering Directorate

Director
COL Michael M. Jenks, USA
(214) 780-2751

Deputy Director
Earl H. Norder
(214) 780-3141

Chief, Consultant Services Division
Gary A. Petras
(214) 780-3541

Chief, Construction Division
Henry T. Roberts
(214) 780-3841

Chief, Engineering Management Division
Frank J. Cinatl
(214) 780-2155

Chief, Standards & Criteria Division
Dalton Murayama
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
Col Floyd Herndon, Jr., USAF
(214) 780-3731

HQ AAFES General Counsel

General Counsel
Col Verlin D. Dickman, USAF
(214) 780-3641

Deputy General Counsel
William F. Bronson
(214) 780-3126

HQ AAFES Management Information Directorate

Director
James McKinney
(214) 780-3371

Deputy Director
James Simmons
(214) 780-3371

Chief, Systems Development Division
Theodore F. Pazur
(214) 780-2561

Chief, Computer Processing Division
Harold Waller
(214) 780-2671

Chief, Information Center Division
William Rickett
(214) 780-3110

Chief, Technical Resource & Planning Division
Dee W. Trimble
(214) 780-2151

C/Systems Quality Assurance Branch
Thomas Savageau

Purchasing Directorate

Director
Bernard Gillett
(214) 780-3721

Deputy Director
Gerald Saperstein
(214) 780-3721

Softlines Division (PD-A)

Chief
Ron Norrell
(214) 780-3621

Ladieswear Section

Merchandise Manager, Ladieswear
Roger Mulenkamp
(214) 780-2515

Senior Buyer
Jackie Waelde
(214) 780-2213
Misses, misses petite, womens coordinates; tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Senior Buyer
Linda Williams
(214) 780-2233
Junior separates, coordinates, related separates

Buyer
Helen McMillan
(214) 780-2560
Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses

Buyer
Joan Graffagnini
(214) 780-3921
Intimate apparel, lingerie, hosiery, thermal underwear, foundations, coordinated daywear, all sleepwear

Buyer
Suzanne O'Brien
(214) 780-2205
Misses separates (except jeans and sweaters); shorts, short sets

Buyer
Cheri Botvidson
(214) 780-2206
All misses, junior outerwear, leather & fabric

Assistant Buyer
Pamela Childs
(214) 780-2212
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Diane Eckert
(214) 780-2542
Women's separates, all maternity wear

Assistant Buyer
Linda Dovey
(214) 780-2517
Jackets, raincoats, long coats, outerwear, vests, leatherwear, jeans, sweaters, exercise wear, athletic wear

Associate Buyer
Yvette Sanderson
(214) 780-6499

Menswear Section

Merchandising Manager
Wade Sadler
(214) 780-2163

Senior Buyer
Sharon Brown
(214) 780-2191
Fashion/active coordinates, mens and ladies skiwear and accessories

Senior Buyer
Ray Gilliam
(214) 780-2162
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer
Russell Teague
(214) 780-2190
Mens dress designer fashion C/S sport western heavyweight shirts; neckwear, designer/prestige label program

Buyer
Donald Bleeker
(214) 780-2165
Mens sweaters; basic fashion knit sport and velour shirts, golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer
Melvin Segal
(214) 780-6158
Mens walk shorts, basic fashion and designer jeans; novelty, imprinted and pro sportswear; robes, pajamas, swimwear, "big and tall" clothing

Buyer
Monte McCarter
(214) 780-2192
Mens basic fashion and thermal underwear, athletic supporters, sweat shirts and pants; basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer
Minnie Batt
(214) 780-2163
Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Associate Buyer
Danica O'Danovich
(214) 780-2168

Childrenswear Section
Merchandise Manager
Lelia Ross
(214) 780-3520

Senior Buyer Supervisor
B. G. St. Romain
(214) 780-2977
Boys sizes 4–7 and 8–18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates, tennis & swimwear. Jackets, coats; infant sizes coats & jackets, pramsuits

Senior Buyer Supervisor
Patricia Kirkpatrick
(214) 780-3913
Young junior sizes 6–14 coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts; girls sizes 4–6X and 7–14 coordinates, dress and all weather coats, jackets; girls sizes 4–6X tennis tops, shorts, girls toddler 4-6X, 7-14, and young jr. swimwear

Buyer
June Cleveland
(214) 780-2974
Girls 4–6X and 7–14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits, pullover cardigans, sweaters

Buyer
Alicia Scott
(214) 780-2978
Boys Dress Pants, Reg/Slim, Boys Casual Pants, 4-7, 8-18 and Prep 25-30. Boys Fashion Jeans, 4-7/8-18 and 25-30 Prep. Boys Pullover/Cardigan Sweaters 4-7, 8-20. Boys Knit Shirts, Short & Long Sleeve 4-7/8-14/16-20. Boys Designer Knit Shirts, 8-20. Boys Licensed T-Shirts 4-20. Boys Dress Shirt, Woven S/SLV/L/SLV, 4-7/8-14/16-20. Boys Robe, Toddler, 4-7, & 8-20. Boys PJ's, Toddler, 4-7 & 8-20.

Buyer
Lucille Papageorge
(214) 780-2967
Newborn infant, toddler boy and girl pant sets, crawler sets, warmups, creepers, shirts, blouses, suits, short sets, dresses, diaper sets

Buyer
Anita Hill
(214) 780-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads; girl and boy scouts; childrens budget jeans and knit shirts, underwear, socks, tights; girls umbrellas, leotards, tights, thermal underwear; boys belts

Associate Buyer
Louis Lee
(214) 780-2970
Infant & Toddler, Boy and Girl Headwear, Gloves, Belts, Girls Handbags, Totes, Beach Bags and Novelty Accessories all Sizes.

Assistant Buyer
Mira Marr
(214) 780-3909
Infant & Toddler, Boy and Girl Overalls, Pants, Shorts, Knit Tops, Coordinates and Jeans

Footwear Section
Merchandise Manager
George Miller
(214) 780-2795

Senior Buyer Supervisor
Henry Culley
(214) 780-2798
Ladies fashion and ladies military shoes

Buyer
Mike Mikulecky
(214) 780-2799
All genders athletic shoes, slush molds, moon boots

Buyer
James Beverly
(214) 780-2980
Mens shoes, military shoes

Associate Buyer
Bill Coody
(214) 780-3716

Fashion Distributors
Distributor Number 1
Judy Crane
(214) 780-3709
Boyswear, girlswear, young juniors, girls dresses, coordinates, sleepwear; infants and toddlers sleepwear; girls off-price

Distributor Number 2
Margie Byrd
(214) 780-3806
Coordinates and related separates

Distributor Number 3
Tom Siddall
(214) 780-2988
men's fashion

Distributor Number 4
Phyllis Leonard
(214) 780-2987
Misses and related separates and coordinates

Distributor Number 5
Earlene Moore
(214) 780-2232
Junior wear

Distributor Number 6
Fred Richards
(214) 780-2408
Toddler wear

Distributor Number 7
Phyllis Leonard
(214) 780-3455
Misses dresses, suits, formals; misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8
Hilde Doyle
(214) 780-3725
Young juniors

Distributor Number 9
Cheryl Hoots
(214) 780-2998
Boyswear

Distributor Number 10
Bobbie Smith
(214) 780-2966
Menswear

Distributor Number 11
Earlene Moore
(214) 780-2232
Maternity wear, lingerie, menswear

Jewelry, Watches and Small Leathergoods
Merchandise Manager
Karen J. Forsyth
(214) 780-3624

Supervisory Buyer
James Mahoney
(405) 363-5163

Buyer
Mark Roessler
(214) 780-3618
Watches, watch batteries, watchbands, clocks

Buyer
Jerry Huston
(214) 780-3714
Fine jewelry, ear piercing program

Buyer
Jimmie Ogbugbulu
(214) 780-2918
Fashion jewelry, personal leathergoods

Assistant Buyer
Tracy Turner
(405) 363-5163
Bridal Jewelry, Anniversary Rings, Ring Jackets/Wraps, Pins, Enhancers, Hair Jewelry, Men's Jewelry

Assistant Buyer
Laura Britz
(405) 363-5163
Diamond Cocktail Rings, Diamond/Gemstone Rings; Bracelets, Earrings/Jackets, Neckwear

Associate Buyer
Michael Montelegre
(405) 363-5163

Consumables Division (PD-C)
Chief
Michael Moreland
(214) 780-2225

Retail Grocery Branch
Merchandise Manager
Frank Grippy
(214) 780-2569

Candy, Snacks, Tobacco and Soda Section
Senior Buyer-Supervisory
Jack Pegues
(214) 780-3215

Buyer
Randy Walke
(214) 780-3789
Snacks

Associate Buyer
Melva Johnson
(214) 780-2481
Candy, snacks

Purchasing Assistant
Pat Preston
(214) 780-3826
Candy, snacks

Wine & Spirit Branch
Merchandise Manager
Rick Lyon
(214) 780-3719

Senior Buyer (Spvy)
Elmer Bowen
(214) 780-6583
Wine & Spirit (Domestic)

Buyer
Ed Sparling
(214) 780-6583
Wine & Spirit (Domestic)

Senior Buyer (Spvy)
Ole Hill
(214) 780-6580
Wine & Spirit (Overseas)

Buyer
James Doutre
(214) 780-6584
Wine & Spirit (Overseas)

Retail/Institutional Food Section
Senior Buyer-Supervisory
Jack Leavitt
(214) 780-3226
Juices, freeze, chill

Buyer
Ronald J. Alleva
(214) 780-3216
Groceries

Buyer
Bill Russell
(214) 780-3175
Flour, Bakery Products, #10 Cans

Buyer
Joann Whitlock
(214) 780-3214
Flour, Bakery Products, #10 Cans

Buyer
Sharon Hoerter
(214) 780-3891
Flour, Bakery Products, #10 Cans

Buyer
Terry Moore
(214) 780-2986
Frozen, Franchise, Chill, Freezer

Buyer
Sue Duke
(214) 780-3229
Frozen, Franchise, Chill, Freeze

Buyer
Kathleen Wulff
(214) 780-2839
Frozen, Franchise, Chill, Freezer

Buyer
Peggy Kean
(214) 780-3047
Frozen, Franchise, Chill, Freeze

Associate Buyer
Roberta Quintana
(214) 780-3893

Procurement Assistant
Yvonne Preddy
(214) 780-3220

Health & Beauty Aids, Stationery Branch
Merchandise Manager
Larry D. Williams
(214) 780-3421

Buyer
Dean Weller
(214) 780-3217
Cigarettes, tobacco, smoking accessories, soda

Procurement Assistant
Gloria White
(214) 780-3969

Health & Beauty Aids Section
Senior Buyer-Supervisory
Anna Ransom
(214) 780-3656
Cosmetics and cosmetic accessories

Buyer
Steve Kimple
(214) 780-3656
Vitamins, baby supplies, foot aids, suntan lotions, eyecare, cold remedies, analgesics, healthcare

Buyer
Avis A. Coltrain
(214) 780-3656
Soap, fragrances, potpourri, bath products

Buyer
Sherri Somerville
(214) 780-3656
Ethnic haircare, AAFES brand HBA, sunglasses

Buyer
Kathryn Perkowski
(214) 780-6612
Oral Hygiene, deodorants, Shaving Supplies, Haircare

Purchasing Assistant
Glennis Parker
(214) 780-3242

Assistant Buyer
William Eddings
(214) 780-3928
Personal Care Appliances, Household Paper, Sanitary, Disp. Diapers, Fem. Hygiene, Creams/Lotions

Stationery Section
Senior Buyer-Supervisory
Thomas Froom
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Buyer
Cheryl Blakely
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Associate Buyer
Mark Moody
(214) 780-3311

Procurement Assistant
Betty Redd
(214) 780-3311

Hardlines Division (PD-H)
Chief
Gene A. Jones
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys
Merchandise Manager
Bill R. Sullivan
(214) 780-3315

Sporting Goods & Outdoor Living Unit
Senior Buyer
Gary Tunnell
(214) 780-2133
Sporting goods

Buyer
John Engroff
(214) 780-2585
Camping, hunting

Buyer
Sandra Bonander
(214) 780-3256
Outdoor living

Associate Buyer
Ken Warden
(214) 780-3272
Outdoor living

Toys and Luggage Unit
Senior Buyer-Supervisory
William C. Howk
(214) 780-2582

Buyer
Joyce Marrow
(214) 780-2997
Toys

Assistant Buyer
Alex McKenzie
(214) 780-3967
Toys

Buyer
John Akridge
(214) 780-3723
Bicycles, hobbies, luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware, Appliances
Merchandise Manager
Bill Butterweck
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit
Senior Buyer
James Howard
(214) 780-3267
Furniture, ready-to-assemble (RTA)

Assistant Buyer
Tom Wilmoth, Jr.
(214) 780-3517
Bed linens

Buyer
Jere Cox
(214) 780-3518
Domestics, bath linens, kitchen, table

Buyer
Jean Allison
(214) 780-2574
Fabrics, notions, sewing machines

Associate Buyer
Teri Willis
(214) 780-3269
Fabrics

Buyer
Marta Boggio
(214) 780-3524
Furniture

Assistant Buyer
Andrew Fisher
(214) 780-2134
Juvenile furniture, rugs, shelves

Associate Buyer
Julie Conners-Bierman
(214) 780-2098
Lamps, furniture, linens

Housewares, Electric/Non-Electric, Giftware Unit
Senior Buyer
Betty Gilbert
(214) 780-2646
Major appliances

Buyer
Sam Russell
(214) 780-3793
Small appliances

Buyer
William Ecker
(214) 780-3257
Housewares

Buyer
Heidi Sager
(214) 780-3268
Giftware

Assistant Buyer
Paula DeCuir
(214) 780-3970
Giftware, candles

Audio/Photo
Chief
Herb Prins
(214) 780-2111

Photo And Optical Section
Senior Buyer-Supervisory
Bob Nunsey
(214) 780-3623
U.S. cameras/film

Buyer
Herb Lai, C.P.M.
(214) 780-2330
Import cameras and direct access

Buyer
Len Jacobs
(214) 780-3978
Photo finishing, accessories

Audio Section
Senior Buyer-Supervisory
Don Sydlik
(214) 780-2598
VCRs, TVs, clock radios, portable cassettes

Buyer
Dan Lenon
(214) 780-3975
Music systems, components, cassette decks, VCRs, TVs and compact discs

Buyer
Mike Cooper
(214) 780-2319
Car stereos, TV games, home computers

Automotive/Hardware/Cleaning & Pet Supplies
Merchandise Manager
Mike McClain, C.P.M.
(214) 780-3484

Automotive Unit
Senior Buyer/Supervisory
William Moeller
(214) 780-3624
Parts peculiar

Buyer
Donald C. Ruff, C.P.M.
(214) 780-3324
Chemicals, additives, accessories

Buyer
James E. Blake, C.P.M.
(214) 780-3316
Tires, batteries, parts common

Associate Buyer
Hanna Lore Lenz
(214) 780-3971

Hardware/Cleaning & Pet Supplies
Senior Buyer/Supervisory
Peter Clendenon, C.P.M.
(214) 780-2571
Hardware, pet supplies

Buyer
Antonio P. Spencer
(214) 780-3968
Cleaning supplies

Associate Buyer
Tracey Harvey
(214) 780-3201

Military Clothing Division (PD-U)
Chief
Rex Keely, Sr.
(214) 780-2601

Assistant Chief
LTC Robert H. Howard, USA
(214) 780-2082

Assistant to the Chief
Maj Patricia Maguire, USAF
(214) 780-2995

Merchandise Manager
Harold Mandel
(214) 780-2990

Senior Buyer
Carol Williams
(214) 780-3208

Quality Assurance Division
Chief (PD-Q)
COL Rodney P. Reed, USA
(214) 780-2711

Programs & Support Officer
Pradip Mehta
(214) 780-2710

Inspection Branch (PD-QI)
Chief
Floyd Sherrell
(214) 780-6375

Western Inspection Section
Supervisor
James Jolley
(214) 780-6443

Eastern Inspection Section
Supervisor
Lou Lindsay
(404) 363-5862

Testing & Analysis Branch (PD-Q/T)
Chief
Joseph A. Werres
(214) 780-3409

Europe Field Office
Chief
Bob Rogers
9-011-49-089-6220 (Ext 286)

Pacific Field Office
Chief
Martha Gohmert
011-81-425-52-2511 (Ext 5-3720)

Support Procurement Division (PD-S)
Chief
Ernest Kodama
(214) 780-2029

Special Contracts Branch
Chief
Rod Constant
(214) 780-3430

Equipment & Expense Branch
Chief
Ken Buffaloe
(214) 780-3171

Supervisory Contract Specialist
Richard Rabb
(214) 780-2872
Computers/Software/Telephones/POS/Office Equipment

Contract Specialist
Peggy Gamblin
(214) 780-3172
Vending equip./Motion Picture Equip./PA-Music Systems

Purchasing Agent
Paula Brewer
(214) 780-3050
ADP and Office Equip. Small Purchases/GSA-AAFES Contract Delivery Orders

Supervisory Contract Specialist
Rebecca Foster
(214) 780-2864
Food Equip./Food Franchise Equipment

Contract Specialists
Merle Brockington
(214) 780-3983

Marjorie Daniel
(214) 780-2692

Contract Specialist
Mary Jane Williams
(214) 780-3857
Kitchen Equip. E/SAB's/Smallwares

Purchasing Agent
Linda Allen
(214) 780-3855
Food Service/Plant Equip. Spare Parts

Supervisory Contract Specialist
Don Breithaupt
(214) 780-2871
Signs/Menu Boards/Furniture/Construction Supplies

Contract Specialist
William Talley
(214) 780-2178
Floor/Laundry/Dry Cleaning/Janitorial Equipment & Supplies

Contract Specialist
Helen Watts
(214) 780-3527
Building, Construction Materials/Electrical/Lighting/Motion Picture

Purchasing Agent
Lou Vanzandt
(214) 780-3170
Office Supplies/Engraving/Key/Name Tags/Tickets, Plaques

Supervisory Contract Specialist
Ethel McConduit
(214) 780-6174
Retail Fixtures/Uniforms/Gift Wrap/Printing/Repair Parts

Contract Specialist
Doug Haun
(214) 780-3858
Exchange Catalog/Gift Wrap/Uniforms/Awards

Contract Specialist
Judy James
(214) 780-3854
Shopping Carts/Mannequins/Fixtures/Display Aids

Contract Specialist
Jackie Rhoades
(214) 780-3173
Printing/Circulars/Exchange Post/Promotional Signs

Purchasing Agent
Theresa Vinson
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Eddie Trevino
(214) 780-2688
Warehouse Equip./MHE/Organic Vehicles/Kiosks/Mobiles

Contract Specialist
Patrick Hilz
(214) 780-3859
Vehicles/MHE/Wraps/Compactors/Mobiles

Purchasing Agent
Sue Pool
(214) 780-3658
Tools/Auto Parts/Manuals/Lubricants/Gas Dispensers

Supervisory Contract Specialist
Rod Breland
(214) 780-2868
Expendable Supplies

Contract Specialist
Phyllis Wright
(214) 780-3174
Paper Bags/Kraft Paper/Plastic Bags/Film/Sandwich Wrap

Contract Specialist
Pat Adkins
(214) 780-2701
Disp. Cutlery/Cardboard Boxes/Circles/Cash Register Tape/Paper Rolls/Gift Boxes/Pricing Labels, Senso Labels, String Tags

Contract Specialist
Glenda Hume
(214) 780-2866
Paper/Envelopes, Forms, Computer Paper, Printing, Xerox Paper/Labels

Contract Specialist
Jeanette Nix
(214) 780-2693
Paper Cups/Containers/Boxes, Cartons/Straws/Trays

HQ AAFES Marketing Directorate

Director
Aubrey Rembold
(214) 780-3351

Deputy Director
Jim James
(214) 780-3351

Catalog Sales Division (MK-C)
Chief
Tom Papst
(214) 780-3333

Store Planning Division (MK-P)
Chief
Phil Roach
(214) 780-2651

Research and Analysis Division (MK-R)
Chief
Jim Scott
(214) 780-3774

Food Division (MK-7)
Chief
Philip Latos
(214) 780-2661

Burger King Branch
Chief
Don Williamson
(214) 780-3423

Operations Division (MK-O)
Chief
James C. Sauers
(214) 780-2259

Motion Picture Section (MK-O/S)
Chief
W. Roger Wood
(214) 780-2845

Retail Branch (MK-O/R)
Chief
Kurt Newman
(214) 780-3393

Services Branch (MK-O/S)
Chief
James Baker
(214) 780-3453

Automotive Branch (MK-O/A)
Chief
Tom Gallagher
(214) 780-6461

Sales Promotion Division (MK-S)
Chief
Travis Towns
(214) 780-2653

CONUS Exchange Regions Chiefs & Area Exchanges General Managers

Alamo Exchange Region
Army and Air Force Exchange Service
5315 Summit Parkway
San Antonio, TX 78228-1176
(512) 647-2800

Office of the Chief

Chief
Dorothy Witt
(512) 647-2802/2803

Chief, Finance & Accounting Branch
J. William Oxford
(512) 647-2853/2854

Accounts Payable Section
Bradley Caldwell
(512) 647-2848

Chief, Purchasing Branch
Ronnie L. Olsen
(512) 647-2820/2821

Assistant Chief, Purchasing Branch
Howard Horstmann
(512) 647-2823

Purchasing Merchandise Control
George Gruber
(512) 647-2963

Sales Planning Section
Robert Philbin
(512) 647-2824/25

Sales & Merchandising Specialists

Buyer
Cassie Baker
(512) 647-2837/2838/2839
Mens-, womens-, childrenswear, military, footwear, domestics, sewing notions, home furnishings, outdoor living, photo, optical, decorator shops, luggage, recorded sound, home entertainment, toys, games, hobbies, sports

Buyer
Phil Fox
(512) 647-2831
Stationery, giftware, automotive, retail food, institutional food, beer, beverages, health & beauty aids, cosmetics, fragrances, jewelry, watches, precious & semi-precious jewelry

Chief, Contracting Office
Howard Horstmann
(512) 647-2873/2874
Concession, vending, support services, construction

CENTRAL TEXAS AREA
Building 213
Fort Hood, TX 76544
General Manager
Joel Sontag
(817) 532-2090

NORTH CENTRAL AREA
Building 64
General Manager
Pel Frey
(402) 291-6302

SOUTH TEXAS AREA
5315 Summit Pkwy.
San Antonio, TX 78228
General Manager
Robert Gaskill
(512) 647-2940

SOUTHWEST AREA
Building 11178
Biggs Field, TX 79908
General Manager
Dennis Daniel
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Wilbur J. Leach
(318) 741-3262

CENTRAL AREA
Building 1832
General Manager
Joel R. Sontag
(817) 532-2090

Golden Gate Exchange Region
Mail/Parcel Post only:
Army & Air Force Exchange Service
P.O. Box 3553
San Francisco, CA 94119

Location address:
775 Sansome Street
San Francisco, CA 94111
(415) 772-5800

Office of the Chief

Chief
James E. Glisson
(415) 772-5883

Deputy Chief
Al Swingle
(415) 772-5884

Finance & Accounting Branch

Chief
Tom Leach
(415) 772-5841

Purchasing Division

Chief
Karl Knutson
(415) 772-5912

Assistant Chief
J. R. Thomas
(415) 772-5913

Sales & Merchandising Specialists

Buyer
Janet Dewey
(415) 772-5942
Food, expense items, automobile

Associate Buyer
Diana Phillips
(415) 772-5933

Buyer
Linda Thompson
(415) 772-5953
Retail grocery, beverages

Buyer
Laurel Owen
(415) 772-5932
Childrenswear, jewelry, ladieswear, menswear

Buyer
Ray Howard
(415) 772-5940
Housewares, luggage, outdoor living, toys, sporting goods, giftware, major/traffic appliances

Buyer
Linwood King
(415) 772-5929
Tobacco

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Donald Smith
(602) 750-3299

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3364

NORTHWEST AREA
Building 9503
Fort Lewis, WA 98433
General Manager
Ed Fitzgerald
(206) 964-5124

ROCKY MOUNTAIN AREA
Building 85
Pueblo Depot, CO 81001-5000

SOUTHERN CALIFORNIA AREA
Building 58
Norton AFB, CA 92409
General Manager
James Hensley
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 8-550
Elmendorf AFB 99506
General Manager
L. K. Blickenderfer
(907) 753-4113

Capital Exchange Region
Army & Air Force Exchange Service
Building 2501, Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111-9670
(812) 283-1600

Office of the Chief

Chief
Robert Winston
(812) 283-1801

Deputy Chief
Michael Cunningham
(812) 283-1803

Finance & Accounting Branch
Chief
Gary Arentz
(812) 283-1806

Contracting Specialist
Henry Vinson
(812) 283-1875

Purchasing Division

Chief
Frank Oliverio
(812) 283-1845

Assistant Chief/Supervisor, Merchandising Control Branch
Brian MacFawn
(812) 283-1626

Sales (Marketing Promotion)

Sales Information Specialist
Robert Stack
(812) 283-1842

Buyer
Gene Keel
(812) 283-1646
Retail food, juices, beer & sodas, tobacco products, health & beauty aids, stationery, greeting cards, and expense

Buyer
Thomas Cobb
(812) 283-1646
Institutional beverages, institutional food, snacks, cookies

Marketing Division
Chief
Allen Grossman
(812) 283-1652

Assistant Chief
Edward Ethington
(812) 283-1652

Buyer
Randy Clark
(812) 283-1614
Hardware, pet supplies, giftware, tools, garden, traffic, houseware

Assistant Buyer
Kevin Cantrell
(812) 283-1611
Electronics, photo, sporting goods, toys, hobbies

Assistant Buyer
Joyce Harris
(812) 283-1615
Military, jewelry, men's clothing, shoes, children's & women's clothing

GREAT LAKES AREA
Building 136
Chanute AFB, IL 61868
General Manager
Charles Kirgis
(217) 893-0136

MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Antonio Trevino
(609) 723-6000

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Mike Rohrer
(513) 879-2105

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
David Johnson
(617) 772-0429

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
Bonnie Duffy
(804) 766-1261

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Clifton G. Seay
(202) 274-7200

Southeast Exchange Region
Army & Air Force Exchange Service
312 Montgomery St.
Montgomery, AL 36196
(205) 241-8392

Office of the Chief

Chief
R. T. Wulff
(205) 241-8392

Deputy Chief
Harry Scott
(205) 241-8393

Chief, Finance & Accounting Branch
Graham Backman
(205) 241-8280

Assistant Chief, Finance & Accounting Branch
Whitt Wilkes
(205) 241-8281

Operations Branch

Chief
Wayne Henry
(205) 241-8212

Assistant Chief
Gerald Olson
(205) 241-8339

Visual Information Specialist (Sales Planning)
John Croom
(205) 241-8222

Buyer
Gerald Olson
(205) 241-8339

Buyer
Lee Small
(205) 241-8271
Clothing, military, sewing, linens & domestics, housewares, hardware, automotive, photo/electronics, sporting goods, games, toys

PIEDMONT AREA
Building 2369
Fort Jackson, SC 29207
General Manager
Clayton Easter
(803) 782-5103

FLORIDA AREA
Building 18
MacDill AFB, FL 33608
General Manager
Ralph Carreon
(813) 840-2143

WEST GEORGIA AREA
Building 2396
Fort Benning, GA 31995
General Manager
Leslie Cohoon
(404) 682-0360

AZORES AREA
Building T800
APO New York 09406-0003
General Manager
Robert Davis
011-351-955-23209

PANAMA AREA
Building 868
Albrook AFS
APO Miami 34009
General Manager
Michael Bixby
(313) 287-3465

AAFES Distribution Headquarters

Office:
Army & Air Force Exchange Service
Building 505
Fort Gillem, GA 30051

Mail:
P.O. Drawer W-W
Forest Park, GA 30051
(404) 363-5000

Chief
Danny B. Sauder
(214) 780-2261

Deputy Chief
Col Norman J. Davis
(214) 780-6382

Chief, Plans, Policies and Programs Division
Thompson R. Foy
(214) 780-2726

Chief, Transportation Division
Lt. Col William C. Dunn
(214) 780-2787

Chief, Distribution Operations Division
John G. Scheufele
(214) 780-2142

AAFES-Europe

Mailing Address:
Headquarters
AAFES-Europe
APO New York 09245-0003

Location:
McGraw Kaserne
Building 7
Tegernseer Landstr. 210
8000 Muenchen 90, FRG
(089) 6220 + Ext.

Commander
BG Thomas W. Robison, USA
x201

Vice Commander
Col Donald E. Gilbert, USAF
x203

Deputy Commander for Operations
Frank C. Hardt
x205

Chief of Staff
Col Norwood J. Meche, USAF
x208

Assistant Chief of Staff
Capt Robert Mason, USAF
x255

Senior Enlisted Advisor
SGM Michel Bolduc, USA
x290

Public Affairs Office
Chief
LTC Lemuel J. Cato
x280

Media Relations
Chief
CPT K. Wesley Davis
x283

Customer Relations
Chief
CPT Dorsey Whitehead
x730

Quality Assurance–Europe

Chief
Robert Rogers
x286

Quality Assurance Specialist—Technical
Willie Buster
x286

Quality Assurance Specialist—Inspection
Betty Walden (in Giessen)
x286

Retail Division

Director
Roger Dix
x401

Merchandise Management Branch
Chief
Joseph DeRossi
x653

Softlines Section
Sr. Mdse Manager
Guy Ormiston

Mdse Manager
Therese Garman

Mdse Manager
Louise Lindell

Asst. Mdse Manager
K. Tamberelli

Asst. Mdse Manager
Kris Kalmar

Hardlines Section

Sr. Mdse Manager
Glenn Stotz

Mdse Manager
Mel Asuncion

Mdse Manager
Will Nilsson

Mdse Manager
Charles McDonald

Consumables Section
Sr Mdse Manager
Sonny James

Mdse Manager
Lou Lord

Mdse Manager
Hans Holzhammer

Automotive Parts Section
Mdse Manager
Bill Munn

Mdse Manager
Tayfun Mut

Automotive Branch
Chief
Walt Kania
x762

Distribution Branch
Chief
LTC J. Goodloe, USA
x550

Policy & Procedures Branch
Chief
Chuck Lamoreaux
x541

Contracting Branch
Chief
John Trousdale
x416

Retail Operations Branch
Chief
John Hanson
x723

Military Clothing Branch
Chief
Dave Lumbley
x399

Food & Services Division
Director
C. Poffenbarger

Deputy Director
LTC Michael Denney
x726

Food Branch
Chief
Hank Geylin
x747

Burger King Operations
Tito Villanueva
x749

School Feeding Specialist
R. J. Malone, II
x776

Baskin-Robbins Operations
Nancy Stevens

Services Branch
Chief
W.E. Johnson
x752

Personal Services Specialists
William Hall
Gary Jones
x396

Vending Specialist
Dennis Keating
x752

Motion Picture Ops Specs.
S. Moody Elliott
Karen Hanlin
x450

Booking Specialist
John O'Malley
x460

EUROPEAN FIELD OFFICE (EFO) FOR PURCHASING
Chief, Joseph L. DeRossi (6220-653)

Menswear Section
Menswear/Childrenswear/Linens/Domestics/Military
Buyer: Theresa J. Garman (6220-409/472)

All Athletic Clothing/Footwear
Asst. Buyer: Karri Tamberelli (6220-409/472)

Procurement Technician: Erich Tischer (6220-409/472)

Ladieswear Section
Ladieswear/Jewelry/Small Leather Goods/Accessories
Buyer: Louise A. Lindell (6220-474/494)

Procurement Technician: Irene Druske (6220-474/494)

Consumables/Electronics Section
Stationery/Cosmetics/Tobacco/Decorations/Toys/Electronics/Photo
Buyer: John T. Hali (6220-655/674)

Procurement Technician: Eveline Krysinski (6220-655/674)

Giftware/Housewares Section
Watches/Clocks/Housewares/Glassware/China/Appliances/Furniture/Luggage
Buyer: Melvin Asuncion (6220-674-410)

Giftware
Asst. Buyer: Will Nilsson (6220-410/674)

Procurement Technician: Pauline Wohlrab (6220-410/655)

Sporting Goods Section
Sporting Goods/Camping
**Senior Buyer:* Glenn D. Stotz (6220-653/656)

Bicycles/Ski Equipment/Accessories
Asst. Buyer: Kris Kalmar (6220-472/409)

* = Acting Chief in absence of Chief, EFO

AAFES-Europe Area Exchanges & General Managers

TRI-BORDER AREA
APO New York 09757
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6050 Offenbach/Main
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6750 Kaiserslautern
Federal Rep. of Germany
General Manager
Danny Sander
Commercial Telephone:
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APO New York 09696
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8510 Fuerth/Bayern
Federal Rep. of Germany
General Manager
Robert Summerlin
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7000 Stuttgart 50
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Torrejon de Ardoz
Madrid, Spain
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Robert Earp
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Argyroupolis
Athens, Greece
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Roger Ferren
Commercial Telephone:
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APO New York 09118
Location:
P.K. 519
Izmir, Turkey
General Manager
John Tokar
Commercial Telephone:
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Commander (Giessen)
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European Industrial Activity
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Commander
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Russ Struyk
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Director, Services
Jack Adams
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Yokota Air Base
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General Manager
Jack Callaway
Commercial Telephone:
Tokyo 52-2511 x3725

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General Manager
James Winters
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(Manila only: 89-41231)

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*General Manager**
Frank DiMartino
Commercial Telephone:
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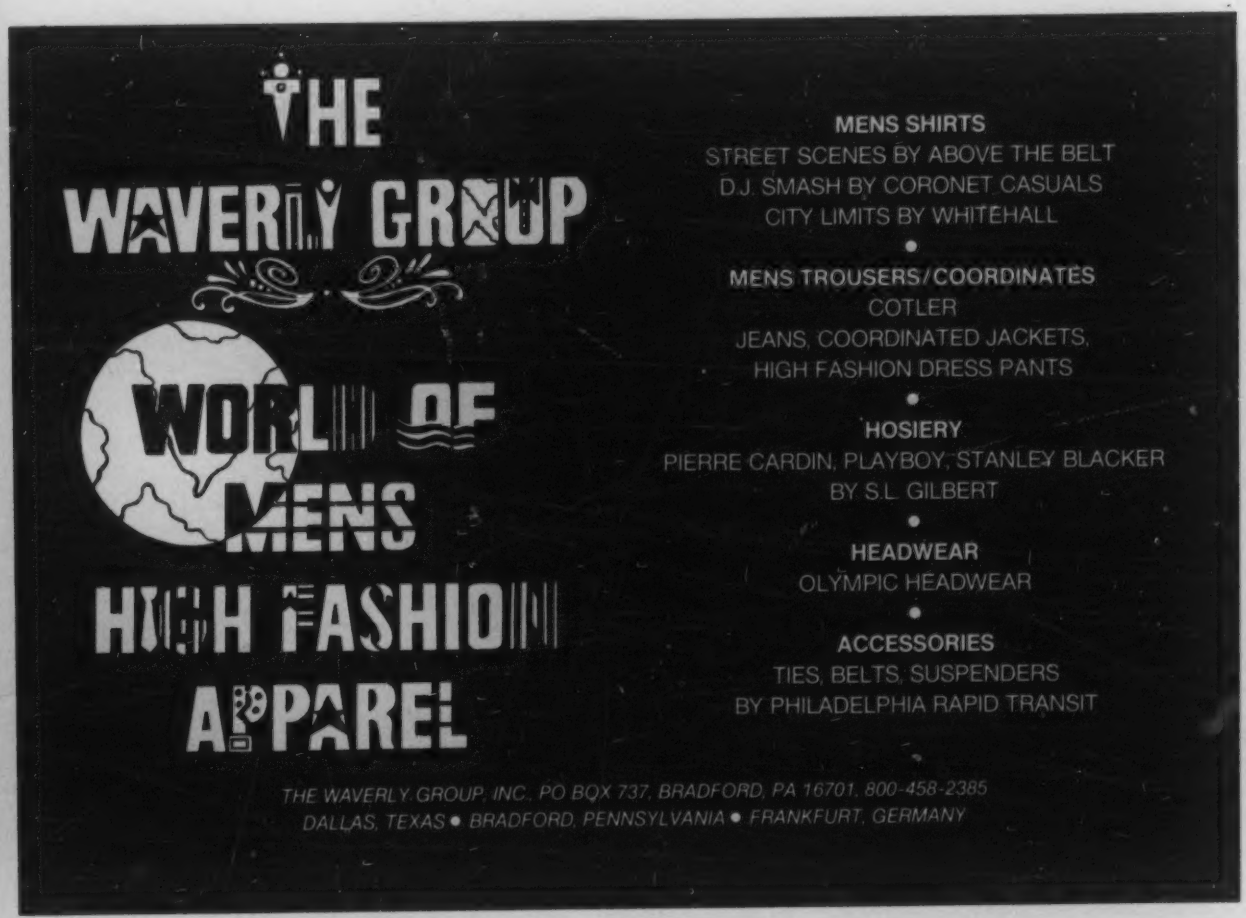
*Harry Scott, effective January 1990.



1990 SALES PROMOTION SCHEDULE

EVENT WEEK	EVENTS	1990 EVENT DATES
1	Stock-Up Sale	4–7 Jan
2	Pre-Inventory Sale	11–14 Jan
3	Dollar Days (Action Ind.)	Begins 18 Jan
4	EOM Sale	25–28 Jan
5	Sale	1–4 Feb
6	For The King & Queen of Hearts	8–11 Feb
7	President's Day Sale	15–19 Feb
8	Sale	22–25 Feb
9	Home Entertainment Sale	1–4 Mar
10	Home Improvement Sale	8–11 Mar
11	St. Patty's Day Savings	15–18 Mar
12	Decorative Home Show & Sale	22–28 Mar
13	Spring Expressions	29 Mar–1 Apr
14	Spring Sale	5–8 Apr
15	Easter Sale	12–15 Apr
16	Shades of Spring	19–22 Apr
17	Spring Fever Sale	26–29 Apr
18	Gifts for Mom	30 Apr–13 May
19	Sale (Physical Fitness Theme)	10–13 May
20	Armed Forces Day Sale	17–20 May
21	Memorial Day Sale	24–28 May
22	Movin' On Sale	31 May–6 Jun
23	Dollar Days Sale (Action Ind.)	Begins 7 Jun
24	Father's Day Sale	11–17 Jun
25	Summer Sale	21–24 Jun
26	Summer White Sale	28 Jun–1 Jul
27	July 4th Sale	4–8 Jul
28	Sunshine Sale	12–15 Jul
29	Anniversary Sale & Values	19–25 Jul
30	Back-to-Class	26 Jul–8 Aug
31	Back-to-Class (School Bound '90)	2–5 Aug
32	Back-to-Class (School Days)	9–12 Aug
33	Stock-Up Sale	16–19 Aug
34	Sale	23–26 Aug
35	Labor Day Sale	30 Aug–3 Sep
36	Home & White Sale/Toy Sale	6–9 Sep
37	Do-It-Yourself Sale	13–16 Sep
38	Fall Focus Sale	20–23 Sep
39	Home Entertainment Sale	27–30 Sep
40	Columbus Day Sale	4–8 Oct
41	Homemaker Fair (Action Ind.)	Begins 11 Oct
42	Super Sale	18–21 Oct
43	Sale	25–28 Oct
44	Pre-Holiday Sale	1–7 Nov
45	Veteran's Day Sale	8–12 Nov
46	Celebrate the Holidays	15 Nov–24 Dec
47	Holiday Savings	23–25 Nov
48	The Sparkle of Christmas	29 Nov–2 Dec
49	Traditions of Christmas	6–9 Dec
50	Christmas Gift Ideas	13–16 Dec
51	Santa's On His Way!	20–24 Dec
52	After Christmas Sale	26–30 Dec

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AAFES
Retail Department Sales
FY 88
($ in Thousands)

Department/Dept. Code	CONUS $	CONUS %	Overseas $	Overseas %	Mail Order $	Mail Order %	Worldwide $	Worldwide %
Automotive/01	88,507	3.2	49,879	2.5	71	0.2	138,457	2.9
Gasoline/02	249,909	9.1	135,821	6.7	0	0	385,731	8.0
Automotive Labor/03	14,882	0.5	3,586	0.2	0	0	18,468	0.4
Tobacco Products/10	95,520	3.5	35,593	1.8	6	0	131,119	2.7
DPSC Merchandise/19	117,565	4.3	44,577	2.2	0	0	162,142	3.4
Food, Candy & Snacks/20	163,671	5.9	152,954	7.6	71	0.2	316,697	6.6
Beer & Beverages/23	128,176	4.6	111,331	5.5	0	0	239,507	5.0
Toiletries/30	147,178	5.3	86,790	4.3	368	0.9	234,336	4.9
Cosmetics & Fragrances/34	88,308	3.2	43,095	2.1	2	0	131,404	2.7
Military Wear/40	60,241	2.2	26,152	1.3	0	0	86,394	1.8
Jewelry/50	27,901	1.0	17,703	0.9	5,951	15.3	51,555	1.1
Watches/51	37,163	1.3	29,538	1.5	40	0.1	66,741	1.4
Precious & Semi-Precious Jewelry/56	46,411	1.7	44,168	2.2	72	0.2	90,651	1.9
Stationery/60	137,846	5.0	66,238	3.3	994	2.5	205,078	4.3
Men's Outerwear/70	60,085	2.2	47,628	2.4	262	0.7	107,975	2.2
Men's Furnishings/71	109,142	4.0	64,190	3.2	184	0.5	173,515	3.6
Women's Outerwear/72	97,456	3.5	73,823	3.7	243	0.6	171,522	3.6
Women's Lingerie/73	63,734	2.3	27,382	1.4	441	1.1	91,557	1.9
Boyswear/74	26,706	1.0	20,383	1.0	0	0	47,089	1.0
Girlswear/75	23,920	0.9	19,355	1.0	4	0	43,279	0.9
Infants' & Toddlers' Wear/76	30,954	1.1	23,980	1.2	19	0	54,954	1.1
Footwear/77	105,245	3.8	60,297	3.0	791	2.0	166,333	3.5
Linens & Domestics/78	43,026	1.6	30,400	1.5	532	1.4	73,957	1.5
Yardage & Sewing Notions/79	6,475	0.2	12,352	0.6	475	1.2	19,301	0.4
Dinnerware & Flatware/80	12,047	0.4	8,437	0.4	1,488	3.8	21,972	0.5
Kitchenware, Pots & Pans/81	33,514	1.2	22,643	1.1	490	1.3	56,646	1.2
Giftware/82	34,315	1.2	31,031	1.5	4,098	10.5	69,444	1.4
Cleaning Supplies/83	37,436	1.4	21,905	1.1	37	0.1	59,378	1.2
Traffic & Major Appliances/85	58,515	2.1	45,748	2.3	1,274	3.3	105,537	2.2
Furniture & Rugs/86	28,886	1.0	51,604	2.6	1,911	4.9	82,401	1.7
Hardware, Tools, Garden & Pet Supplies/87	74,416	2.7	30,296	1.5	110	0.3	104,823	2.2
Luggage/88	18,426	0.7	9,185	0.5	186	0.5	27,797	0.6
Outdoor Living/89	68,825	2.5	10,021	0.5	67	0.2	78,914	1.6
Sporting Goods & Camping Supplies/91	41,553	1.5	27,476	1.4	1,228	3.1	70,258	1.5
Developed Film/92	14,088	0.5	3,838	0.2	0	0	17,927	0.4
Photographic, Optical and Photo Processing/93	49,396	1.8	41,364	2.1	2,280	5.8	93,040	1.9
Toys & Games/95	55,751	2.0	54,461	2.7	758	1.9	110,970	2.3
Home Entertainment & Musical Instruments/97	44,614	1.6	40,851	2.0	10	0	85,475	1.8
Recorded Sound/Video Cassettes/98	170,930	6.2	310,564	15.4	14,296	36.6	495,791	10.3
	43,836	1.6	76,918	3.8	251	0.6	121,005	2.5
TOTAL	**$2,756,570**	**100.0**	**$2,013,560**	**100.0**	$39,010	**100.0**	**$4,809,139**	**100.0**

AAFES
Worldwide Direct Sales By Activity—FY88
($ in Millions)

Retail Activity Description	Sales	% Total
Main Store	$2,727.8	56.72
Branch Retail Store	487.9	10.14
Specialized Retail Store	820.4	17.06
Automotive Sales, Service & Repair	484.9	10.08
Shoppettes	224.9	4.68
Concession (Exchange Mdse)	0.0	0.00
Miscellaneous	63.5	1.32
Total Retail	**$4,809.4**	**100.00**

Food Activity Description	Sales	% Total
Cafeteria I	$ 80.6	14.84
Cafeteria II	104.8	19.31
Cafeteria III	98.3	18.11
Food Franchise Operations	164.0	30.21
Mobile Snack Bar	18.3	3.38
School Lunch Feeding Program	13.6	2.51
Snack Stand	22.3	4.11
Delicatessen	16.4	3.03
Ice Cream Store	19.8	3.64
Miscellaneous	4.6	0.85
Total Food	**$542.7**	**100.0**

Vending Activity Description	Sales	% Total
Consumable Products Machines	$131.1	90.78
Nonconsumable Products Machines	0.0	0.02
Service Vending Machines	0.2	0.11
Coin Operated Car Wash Service	0.2	0.16
Random Washer & Dryer Machines	0.0	0.00
Launderette Service	4.8	3.30
Jukebox & Wallbox	1.5	1.07
Amusement/Game Machines	7.1	4.92
Pay Telephones	0.0	0.00
Miscellaneous	(0.5)	(0.36)
Total Vending	**$144.4**	**100.00**

Note: Totals may not add due to rounding

Services Activity Description	Sales	% Total
Bus or Taxi Service	$ 0.3	0.49
Barber Shop (Direct)	0.1	0.21
Barber Shop (Concession)	0.0	0.21
Beauty Shop	0.3	0.47
Custom Tailoring	0.0	0.00
Laundry/Dry-Cleaning Services	0.0	0.05
Alterations (Direct)	0.0	0.00
Alterations (Concession)	0.0	0.00
Shoe Repair Service	0.0	0.00
Appliance Repair	0.2	0.35
Watch Repair Service	0.0	0.00
Optical Service	0.0	0.00
Photo, Portrait, Unit, Photography Portrait Painting & Sketching	0.0	0.00
Flower Shop	0.0	0.00
Rental Service	2.2	3.42
Customer-Owned-Film Processing Service	0.0	0.00
Specialty Services	0.0	0.00
Recreation Type Services	0.0	0.01
Money Order & Travelers' Check Sales	0.0	0.00
Service Pick-Up-Point (Direct)	4.6	7.27
Telegraph Service (Except Floral Service)	0.0	0.00
Tailor-Made/Made-to-Measure Military Uniforms	0.0	0.00
Delivery Services	1.1	1.71
Hunting & Fishing License Sales	0.0	0.00
Domestic Services	0.0	0.00
Sales of Books & Periodicals	0.0	0.00
Motion Picture Theater-Paid Admission	28.2	44.78
Vendor Catalog Sales & Ordering Service (Overseas & Offshore)	0.0	0.00
Mail-A-Gift Service	0.0	0.00
Service Pick-Up-Point (Concession)	25.3	40.14
Miscellaneous Service Activities	0.7	1.08
Total Services	**$63.0**	**100.00**

AAFES—FY88
Geographic Sales Summary
($ in Millions)

Category	CONUS	Overseas	Mail Order	Worldwide
Retail	$2,756.6	$2,013.6	$39.0	$4,809.1
Food	235.4	307.3	0.0	542.7
Services	11.5	51.8	0.0	63.3
Vending	68.5	75.8	0.0	144.4
Subtotal	**3,072.0**	**2,448.5**	**39.0**	**5,559.5**
Concessions	397.5	237.7	0.0	635.2
Total	**$3,469.5**	**$2,686.2**	**$39.0**	**$6,194.6**

Note: Totals may not add due to rounding.

AAFES—FY88
Summary, CONUS Sales
($ in Millions)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	All Activities Net Sales	Concession Sales	Combined Sales
Alamo	698.1	63.0	2.5	16.8	780.4	115.0	895.4
Capital	696.5	46.9	2.6	16.8	762.8	99.4	862.2
Golden Gate	676.5	65.7	2.5	14.9	759.6	88.2	847.8
Southeast	685.2	59.9	3.8	20.2	769.1	94.8	863.9
HQ Activities	0.1	0.0	0.0	0.0	0.1	0.0	0.1
Total	**$2,756.6**	**$235.4**	**$11.5**	**$68.5**	**$3,072.0**	**$397.5**	**$3,469.5**

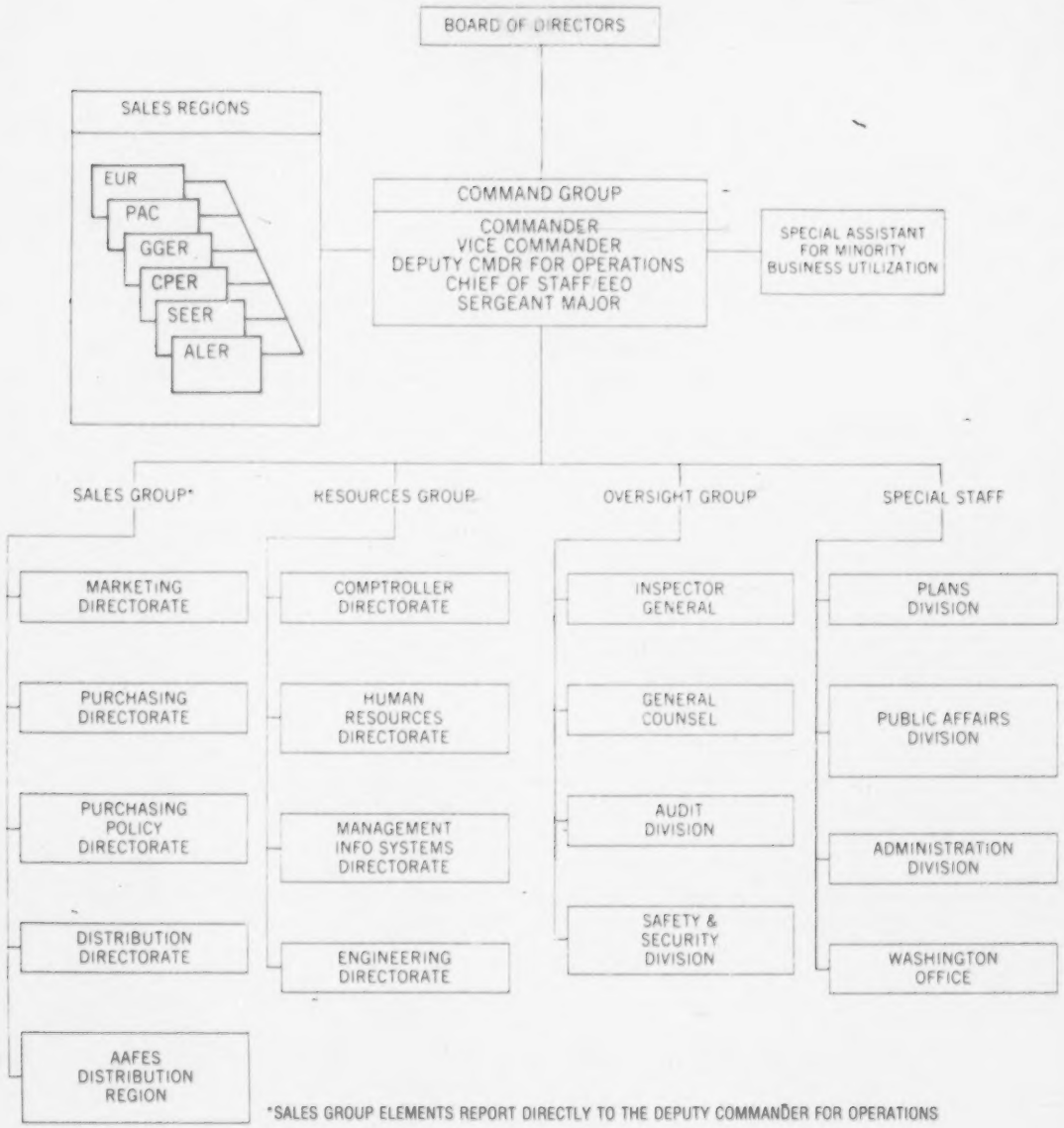
Note: Totals may not add due to rounding.

AAFES—FY88
Summary, Overseas Sales
($ in Millions)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	All Activities Net Sales	Concession Sales	Combined Sales
AAFES-Europe	1,439.5	193.0	44.1	50.7	1,727.4	133.2	1,860.6
AAFES-Pacific	574.0	114.3	7.7	25.1	721.1	104.4	825.5
Total	**$2,013.6**	**$307.3**	**$51.8**	**$75.8**	**$2,448.5**	**$237.7**	**$2,686.2**

Note: AAFES sales for FY88 are preliminary and unaudited.

HEADQUARTERS
ARMY AND AIR FORCE EXCHANGE SERVICE
(AAFES)



*SALES GROUP ELEMENTS REPORT DIRECTLY TO THE DEPUTY COMMANDER FOR OPERATIONS

ChristianDior

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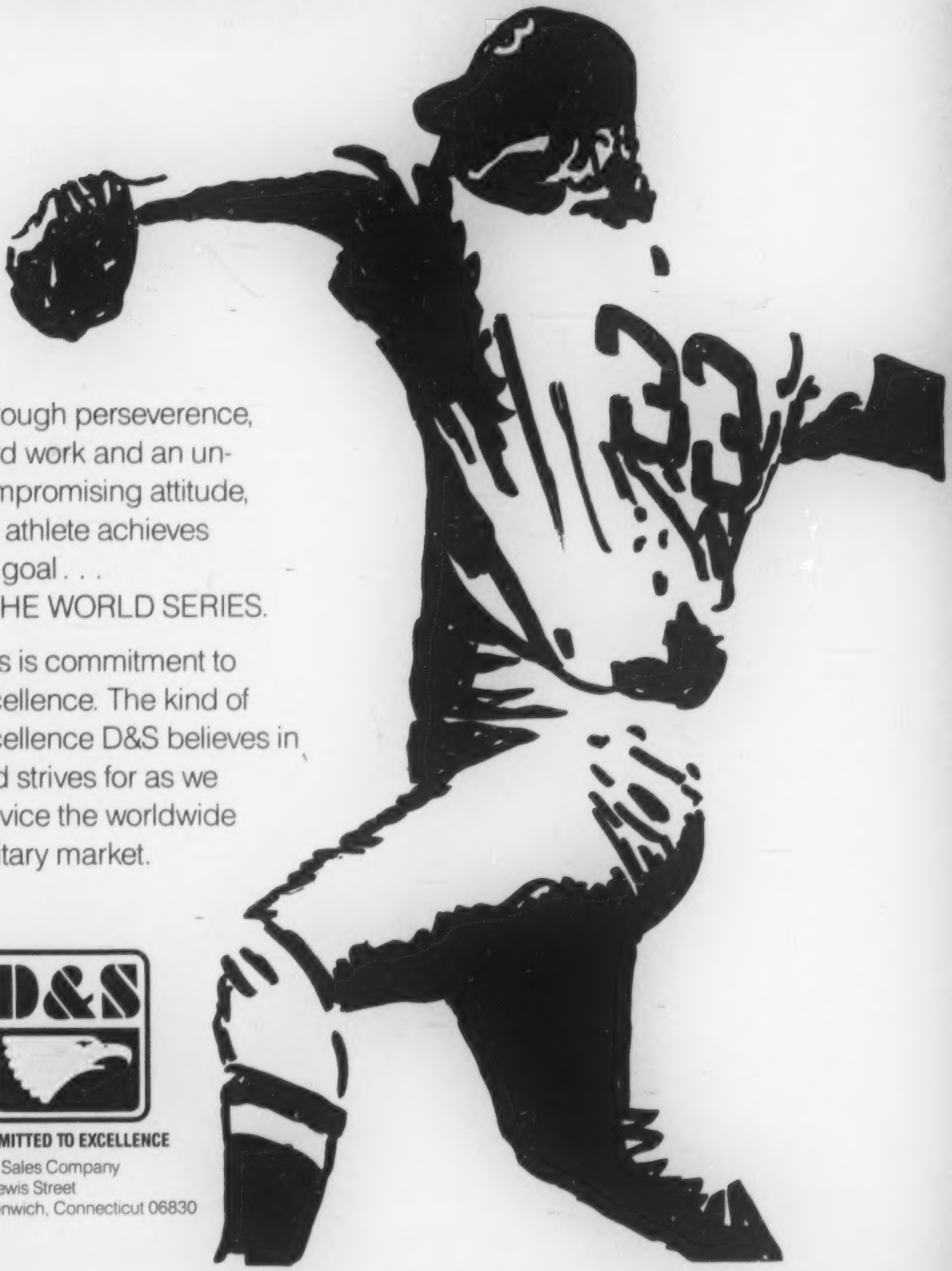

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Lt. Gen. McCausland

RADM Cole

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Staff Director
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Executive Director
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DLA's Mission And Purpose

Modern military logistics can be likened to a "bridge" based at one end in the nation's industrial community with the other and reaching deep into the infrastructure of combat forces. The Defense Logistics Agency (DLA) is an integral part of that logistics bridge, especially as it related to industry.

DLA provides logistics support to the military services from the pre-design stage to the time equipment and supplies leave the military system. The agency's 51,000 military and civilian personnel carry out the agency's worldwide mission through a network of supply centers, service centers, depots, contract administration offices and property disposal offices. DLA is jointly staffed by personnel of all the Military Services. It is headquartered at Cameron Station in Alexandria, Virginia.

The agency, through its six supply centers, manages 57% of the commonly procured consumable items used by all the military services. More than 30 million requisitions are processed annually on over 4.8 million items ranging from clothing and medical supplies to fuel and heavy construction equipment to microchips and photographic film. The agency operates six supply depots of its own and has DLA-owned items in 36 depots owned by the military services.

DLA is the source of supply for 954,636 items for over 1,000 major weapon systems. These weapon systems range from the AH-64 Apache helicopter and MK-48 torpedo to the B-1 bomber and the Marine Corps' assault vehicle. Items identified to weapon systems are given intensive management attention to ensure their ready availability.

One third of DLA's resources are involved in administering contracts after they have been awarded by the Military Services, DLA, NASA, other federal agencies and some foreign governments. DLA is administering 423,000 contracts valued at approximately $344 billion. DLA manages contracts for 60 percent of the major weapon system programs.

Contract administration services are performed at or near contractor plants through a complex of offices which vary in size, depending on workload and the concentration of government contractors in the area.

DCAS personnel monitor contractors' production process, assure the quality of material before it is accepted by the government, and ensure the timely and economic delivery. They provide a variety of services, including the negotiation of price-adjustment claims and reviews of contractors' purchasing, insurance and pension systems.

The third mission area of the agency is to provide technical and logistics services to the armed forces.

The largest operation in this mission area is the Defense Reutilization and Marketing Service. Through its worldwide network of offices, it manages the reutilization of materiel excess to the needs of the Military Services and the disposal of surplus equip-

ment and supplies. Last fiscal year, the agency saved the government $1 billion through the reutilization of materiel.

The agency's Defense Logistics Service Center is responsible for the world's largest logistical data management operation; the Federal Catalog System. The Center processes descriptive and technical information on almost six million military supply items that range from nuts and bolts to space vehicles, and assigns a national stock number to each item. This information is used for the procurement, shipping, storage, use and disposal of supplies. Although one of the largest data bases in the Federal government, data can be located by distant military users in a matter of seconds via on-line terminals.

DLA's Defense Technical Information Center collects and disseminates scientific and technical reports generated by Defense-sponsored research, stores these documents in microform, and creates machine-readable records holding abstracts and other descriptive bibliographic information. Qualified users of these services can access DTIC's data banks by remote terminals.

DLA manages the Defense Department's inventory of heavy industrial equipment. These machines are used by military activities and defense contractors to produce, maintain, and test weapon systems and other equipment essential to the national defense. Currently, there are some 130,000 pieces of equipment in the inventory.

In 1988 responsibility for the nation's stockpile of strategic materials was transferred to the Department of Defense, which then delegated oversight to DLA. Responsibilites for the National Defense Stockpile had been divided among the General Services Administration, the Department of Defense and the Federal Emergency Management Agency.

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LTC William R. Lanoutte, Jr., USA

Director, Office of Installation Services
John R. Rhine

Director, Directorate of IPE Operations
Patrick D. James

Acting Director of Distribution
Dorothea A. Brown

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Harry B. Fentress

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James O. Rimel, Sr.

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Lt Col Orion J. Welch, USAF

Director, Distribution
Capt William Perry, SC, USN

Director, Installation Services
Lt Col Lee R. Cunningham, USAF

Public Affairs Officer
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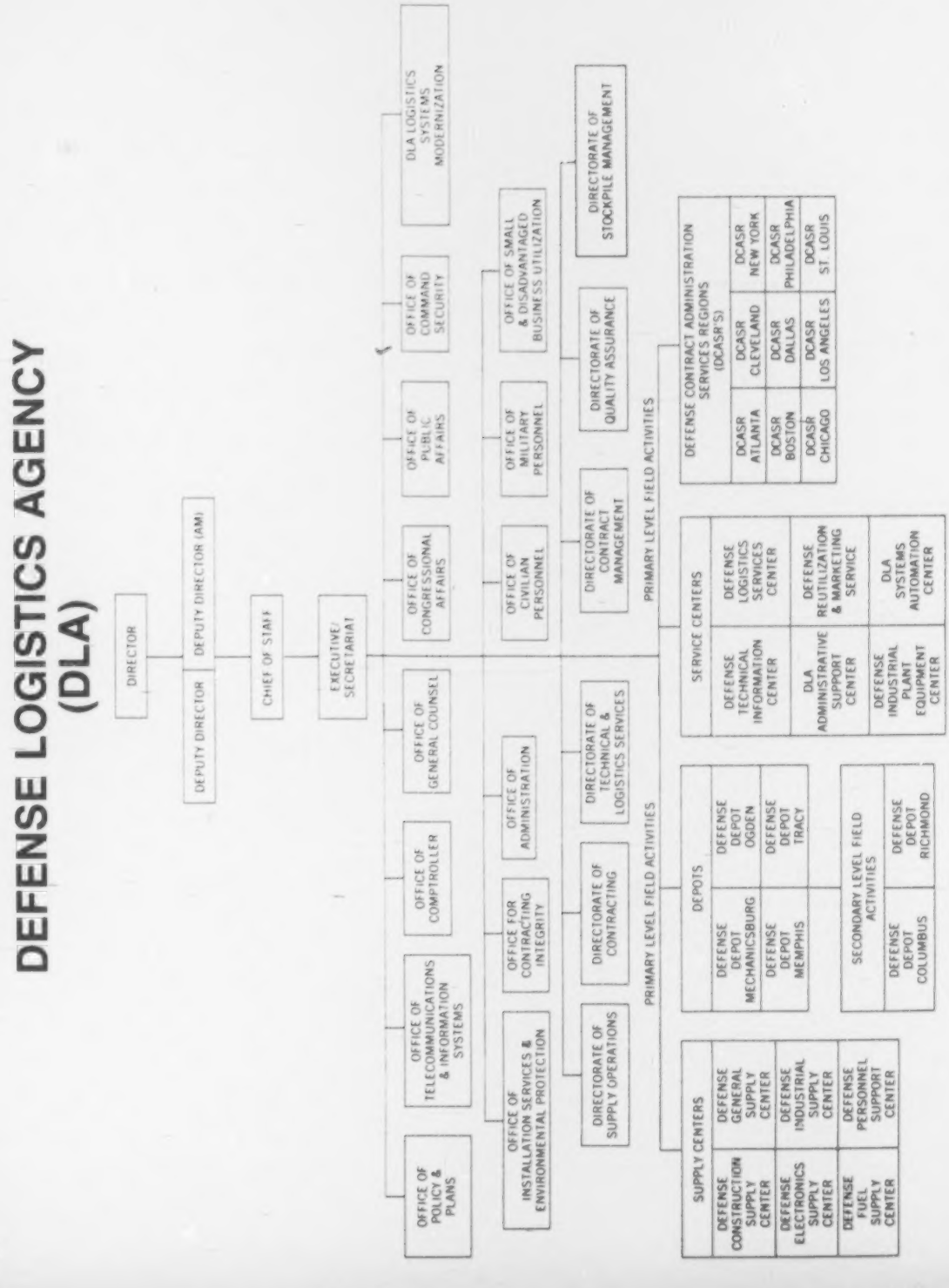

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Chief, General Products Branch
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Chief, Operations Analysis Branch
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About the DPSC

The Defense Personnel Support Center (DPSC) in Philadelphia annually spends approximately $3.8 billion to buy food, clothing and textile items, medicines and medical supplies for military members and their eligible dependents worldwide. The Center also buys for some federal agencies and authorized foreign governments.

The Subsistence directorate, the largest directorate at DPSC, takes extreme pride in supporting the operational readiness of our combat forces and in satisfying its customers. The Subsistence activity buys nearly $2 billion worth of fresh, dehydrated, freeze dried, frozen, and canned food for eventual use in Service dining halls and field units. It also buys approximately $2.6 billion worth of food for resale in more than 340 military commissaries worldwide.

For service members in combat and combat training, the Subsistence directorate spends more than $170 million each year on operational rations such as the meal, ready-to-eat, tray pack and cold weather food rations.

To ensure that the highest quality food reaches the customers on a timely basis around the world, the primary wholesale subsistence operation in Philadelphia is augmented by food-buying regions in Alameda, CA, and Zweibruecken, West Germany.

The Defense Subsistence Regions (DSRs) have responsibility for buying, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 27 defense subsistence office (DSO) food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five are controlled by DSR-Pacific and five offices by DSR-Europe. These offices are responsible for daily buying (less-then-carlot quantities) and shipment of fresh fruit and vegetable items, and monitoring cold storage contracts for chill and freeze items. Full carlot quantities are generally bought by the Philadelphia Subsistence staff.

DPSC also manages and operates four food storage facilities. The Defense Subsistence Storage Facility in Bayonne, NJ, handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The Defense Subsistence Storage Facility locations at Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable product.

Mike Watson of Chesapeake, Virginia, merits his award for outstanding performance on behalf of Military customers in the Eastern Sales Area.

Louis Dixon, a repeat honor winner from last year, provides superior service to Military customers in the Central Sales Area from Mobile, Alabama.

Ed Houck serves Military customers in the Western Sales Area with high distinction from his home base in Martinez, California.

Heartiest Congratulations to General Mills Military Account Managers of the Year

Each represents the personal, top-of-the-line service and attention our valued Military customers deserve and rely on.

★ Reliable Military-Only Promotions.
★ Reliable Customer-Trusted Brand Leaders.
★ Reliable Heavy-Up Advertising.
★ Reliable Money-Saving VPRs & Couponing.

Look for and expect the very best…from General Mills.

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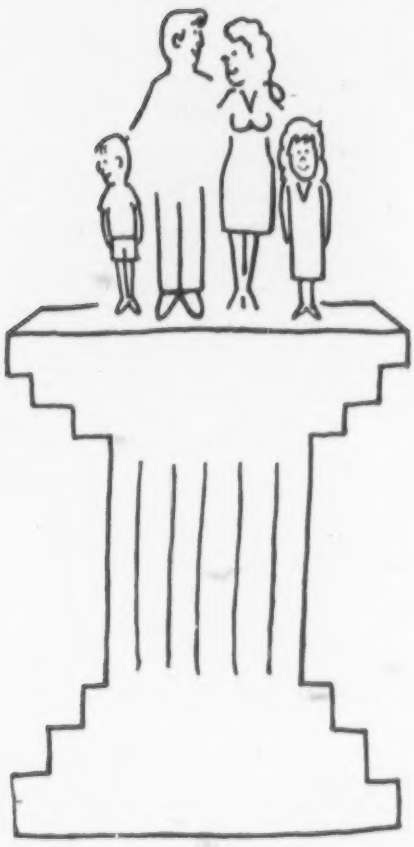

We put your customers in their place.

Military families are special. And we help you make sure they feel as special as they are.

With millions in VPR's. More in-store coupons than any other manufacturer in the HBA category. And a year-long program of promotions exclusively for military consumers.

Our 45 dedicated military sales people and merchandisers do more than expedite orders. They set shelves, install displays, distribute coupons and prevent out-of-stocks. So your customers can always find the JOHNSON & JOHNSON products they know and trust.

We're proud to give your patrons this extra attention.

Where we stand, they're a group to look up to.

We help you mind the store.

Johnson & Johnson
CONSUMER PRODUCTS, INC.

Subsistence Field Activities
CONUS
DSO = Defense Subsistence Office

DSO & Storage Facility **Bayonne**
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002-5301
Chief
MAJ Jody Sherrill, USA
Autovon: 247-7446
Comm: (201) 823-5592

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700 W. 25th Street
Birmingham, AL 35204
Chief
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 731-1522

DSO **Boston**
1033 Turnpike St.
Stoughton, MA 02072
Chief
Frank Fitzgerald
Autovon: 955-2710/2737
Comm: (617) 923-4306

DSO **Cheatham**
NSC Cheatham Annex, Bldg. 113
Williamsburg, VA 23187-8792
Chief
CDR Arthur Bosco, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO **Chicago**
300 South Wacker Drive, Rm. 590
Chicago, IL 60606-6607
Chief
William Murray
Autovon: 930-2400
Comm: (312) 886-8877

DSO **Columbia**
Strom Thurmond Federal Bldg.
Room 865-B, 1835 Assembly Street
Columbia, SC 29201-2482
Chief
Curtis Lake
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DSO **Denver**
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5120 Race Court
Denver, CO 80216-2135
Chief
Russell Brooks
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Comm: (303) 294-7029

DSO **El Paso**
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El Paso, TX 79915-1112
Chief
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DSO **Landover**
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DSO **Nashville**
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Chief
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Comm: (605) 736-5487

DSO **New Orleans**
c/o New Orleans Cold Storage &
Warehouse Company, Ltd.
Nashville Avenue Wharf
New Orleans, LA 70115
Chief
J. Montague
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Comm: (504) 948-1133

DSO **Philadelphia**
c/o T Warehouse Corp.
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DSO **Tampa**
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Procurement Officer
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Defense Subsistence Storage Facility, **Germersheim**
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DEFENSE PERSONNEL SUPPORT CENTER (DPSC)

NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)

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Phone: (718) 390-3700
Commander: Rear Admiral Rodney K. Squibb, SC, USN

RADM Squibb

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Command Master Chief
SHCM Manuel Cruz, USN
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(718) 390-3934

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CAPT Reed Sullivan, SC, USN
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Commissary Operations Group
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Assistant Deputy Commander
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Exchange Operations Group
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Assistant Deputy Commander
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Director, Merchandise Division
John Marecki
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Director, Store Operations Division
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Deputy Director
Tom Kolstad
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Director, Treasury Division
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Director, Naval Uniform Division
Becky Adkins
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Laura Lian
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Office of Command Support
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CDR Robert A. Brown, SC, USN
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CDR Jeff Cizek, SC, USN
(718) 390-3718

Buying Procedures

Exchanges

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or certain independent resale activities. Exchanges also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent resale activities. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent resale activities.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO level. Responsibility for controlling and initiating purchases for an independent resale activity and any branch stores under its control rests with the Officer in Charge (OIC) of the Navy Resale Activity. Purchases are based on customer demand for authorized items.

Any individual or firm may contact an independent Resale Officer in Charge or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the OIC for consideration.

At the FSO Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for these exchanges. The activity is identified as a field support office (FSO).

Procurement support has also been extended to a number of overseas exchanges by the FSOs as well.

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager at the FSO to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called Price Agreement Bulletins and Seasonal Merchandise Voces.

Price Agreement Bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, or independent OICs are authorized to place orders directly with the manufacturers for products listed on NAVRESSO bulletins.

In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price Agreement Bulletins and VOX listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that the prices quoted, including consideration of any discount rebate arrangements and other terms and conditions, do not exceed prices charged the offeror's most favored customer for like items in similar quantities under comparable conditions pursuant to agreements made to other customers during the same time frame.

Manufacturers desiring to be listed on a bulletin or VOX should submit information to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer.

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise.

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Equipment Supplies Used by Exchanges

All Navy exchange equipment is purchased by NAVRESSO. Equipment may be generally characterized as any item or fixture required for exchange operations having a unit cost of $1,000 or more.

Navy exchanges are not authorized to make local purchases for equipment, except for emergency requirements with NAVRESSO approval.

Purchasing of equipment is normally effected through contracts with prime manufacturing sources, or their representatives, based on the lowest cost quoted in accordance with standard specifications and specific operational and delivery requirements.

Operating supplies are normally purchased at the FSO or independent Resale Activity level. However, items which are in recurring demand, such as printed forms, retail store sign holders, paper bags, price tickets, etc., are purchased under contract through competitive negotiations with prime sources by NAVRESSO or the FSO.

Concessionaire and Service Contracts

Navy exchanges offer a number of services that are suitable for local regional contracting such as income tax preparation service, vending machine operations, auto rental, photo processing, laundry/dry cleaning, fast food outlets, barber or beauty shop operations. Information concerning these types of contracts may be obtained from the Field Support Offices, an independent Resale Activity or upon inquiry to NAVRESSO's Contracts Group.

Buying Procedures

Commissaries

Most Navy commissaries are grouped together in geographic areas. Purchasing for commissaries is administered by NAVRESSO Field Support Offices or a Navy Resale Activity based on customer demand, price and quality.

The majority of resale products purchased by Navy commissaries are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, Commanding Officers of NAVRESSO Field Support Offices or Officers in Charge (OIC) have limited authority to make local purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide recommendations for purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Commissary Operations Group at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code COG.

Buying Procedures

MSC Exchanges

In dealing with Military Sealift Command (MSC) exchanges, the same procedure is followed as that for Navy Resale Activities.

Merchandise buying is accomplished through two MSC acquisitions centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures

Ships Stores Afloat

Navy personnel serving aboard ship purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

At Ships Store Level

The Ship's Supply Officer or an appointed Ships Store Officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listings of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Contract Bulletins

Solicitations are issued and awards are made for fixed price, indefinite quantity contracts for popular, basic items of authorized stock by the Navy Resale and Services Support Office. Awards are consolidated into contract bulletins that are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

Ships Stores Afloat Catalog

The Ships Stores Afloat Catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the Ships Stores Afloat Catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in Contract Bulletins or the Ships Stores Afloat Catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO, attn: Ships Stores Division.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a nine-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The supplier will be required to meet the quantities and delivery date specified in the purchase order. There are currently two procedures for paying dealer's bills for merchandise ordered by Ships Stores Afloat. One method is using the "Fast Pay" procedure. Under "Fast Pay," dealers submit their invoices directly to the paying activity with the original purchase order and proof of shipment/delivery documents. The other procedure is for the dealer to submit an original and three copies of the invoice to the ordering ships, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the nine-month period, suppliers will be asked to submit copies of processed ships purchase orders for the items to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crews' acceptance of the product.

The item may be considered for addition to the Contract Bulletin or the Ships Stores Afloat Catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Business Code of Ethics

The Navy Resale System purchases products and services on the basis of product merit and fair competition. The Navy Resale System business code of ethics is also policy for all employees of the system. Organizations that enjoy a business relationship with Navy exchanges, commissaries, ships stores, field support offices, resale activities or the headquarters office are expected to abide by the code of ethics of the Navy Resale System.

Standards of conduct for personnel of the Navy prohibit all personnel, military or civilian, from accepting, soliciting or agreeing to accept, directly or indirectly, any gift or gratuity from any person or organization doing business or desiring to do business with the Navy Resale System. Policy further directs Navy personnel to avoid even the appearance that business is being conducted at other than "arms length" with a supplier.

Anyone who believes or has knowledge that the business code of ethics is not being followed or that fraud, waste or abuse is taking place at any activity of the Navy Resale System may report their concerns on a special fraud, waste and abuse hot line (800-221-6330). This toll free line is available 24 hours a day and any reports will be promptly investigated. Confidentiality is assured.

Contacting NAVRESSO

The Navy Resale and Services Support Office maintains an open door policy in meeting with all potential and actual vendors and suppliers. Sales personnel are invited to call upon retail and services buyers and specialists at NAVRESSO during the hours of

8:30 a.m. to 11 a.m. on Mondays, Wednesdays and Fridays, or by appointment. Commissary vendors are seen by appointment only; Monday through Friday.

Small Business Office

The Navy Resale and Services Support Office maintains a Small and Disadvantaged Business Utilization Office that provides information and guidance to small and minority businesses about how to go about doing business with the Navy Resale System. The NAVRESSO small business specialist can be contacted at 718-390-3933.

Commissary Store Division (Commissary Operations Group)

Deputy Commander
Ed Yerman
(718) 390-3711

Assistant Deputy Commander
Anthony De Gaetano (acting)
(718) 390-3712

Operations Branch (COG1)
Manager
Margaret Young
(718) 390-3717

Commissary Operations Supervisor
Steven Margulis
(718) 390-3713

Computer System Analysts
Gene Jackson
(718) 390-3935

Al Brett
(718) 390-3935

Commissary Management Specialists
Ardie Wickers
(718) 390-3714

John Mahoney
(718) 390-3713

Linda Lewis
(718) 390-3715

Charlyne Kelly
(718) 390-3714

Commissary Systems Analysts
Rick Thomas
(718) 390-3714

Bill Wolfe
(718) 390-3713

Manpower Resources Supervisor
Tom Nardone
(718) 390-3715

Merchandise Branch
Manager
Anthony DeGaetano
(718) 390-3712

Meat Specialist
James Moser
(718) 390-3722

Produce Specialist
Milt Shreiber
(718) 390-3722

Grocery Specialists
Joe Marchese
Bill Cook
(718) 390-3722

Commissary Administrative Branch
Manager
Catherine Milanes
(718) 390-3716

System Analyst
Mike Fahy
(718) 390-3713

Commissary Specialists
Valerie Moon
(718) 390-3715

Sam Miceli
(718) 390-3714

Merchandise Division (Exchange Operations Group)

Merchandise Division (MD)
Director
John Marecki
(718) 390-3876/77

Assistant Director
Michael Delano
(718) 390-3877

Executive Secretary
Joan Libretto
(718) 390-3876/77

Projects Coordinator
Aimee Oey
(718) 390-3909

Inventory Control
Shelly Miller
(718) 390-3533

Private Label Manager
Paul Karp
(718) 390-3913

Senior Buyer (Private Label Softlines)
JoAnn Gattis
(718) 390-3536

Soft Lines Apparel/Accessories Requirements Branch (MDI)
Manager
Dolores LaSalle
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's wear, dress shirts, neckties, handkerchiefs

Buyer (E-2)
Jim Galvin
(718) 390-3891
Men's knit shirts, dress shirts, sweatwear, jog sets, leather outerwear, underwear, hosiery, supporters

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's suits, sportcoats, young men's dress & casual slacks, raincoats, outerwear

Buyer (E-2)
Herbert Weiss
(718) 390-3892
Men's sweaters, swimwear, tenniswear, skiwear, activewear, shorts

Buyer (E-2)
Robert Davis
(718) 390-3827
Men's Collections, Youngmen's Collection Dress-Up, casual, Youngmen's knit shirts, printed tees

Buyer (E-2)
Barbara Mangravetti
(718) 390-3813
Sportshirts, robes, pajamas, hats, gloves, umbrellas

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Intimate apparel, accessories, hosiery, maternity, family shoes, handbags

Buyer (E-3)
Mary Zaia
(718) 390-3899
Intimate apparel

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories

Buyer (E-7)
Michael Avallone
(718) 390-3905
Family shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Family shoes

Buyer (E-3)
Arlene Carofalo
(718) 390-3679

Senior Buyer (E-5, G-1, G-2)
Iris Hecker
(718) 390-3888
Infants, toddlers wear, boys & girls wear, juvenile furniture

Buyer (E-5)
Cheryl Mulrean
(718) 390-3893
Infants, toddlers wear

Buyer (G-1)
Theresa Anton
(718) 390-3895
Juvenile Furniture, sleepwear

Buyer (G-2)
Diane Bowen
(718) 390-3887
Boys Wear

Buyer (G-1)
Betty Jo Felix
(718) 390-3894
Girls Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Women's ready-to-wear

Buyer (E-8)
Janine Sobeck
(718) 390-3900
Misses, petite, large size coordinates, separates

Buyer (E-8)
Vacant
(718) 390-3900
Misses, petites, junior, large size coordinates/related separates, all outerwear

Navy Resale and Services Support Office

Buyer (E-8)
Paula DiClerico
(718) 390-3504
Misses, junior, petite, large size activewear, misses, junior petite, large size swimwear, misses, junior, petite, large size dresses, suits, leathers

Buyer (E-8)
Jay Linsen
(718) 390-3682
Junior tops, bottoms, misses, junior, petite, large size jeans

Buyer (E-8)
Sandra Lee
(718) 390-3681
Budget price lines in misses, petite, large size tops, misses, petite, large size bottoms

Consumables Requirements Branch (MD2)
Manager
John Brown
(718) 390-3918

Senior Buyer (A-1, A-2, A-4; D-1, D-3, D-5)
Paul Karp
(718) 390-3913
Candy, tobacco, smoking accessories, convenience food, toiletries and drugs, household supplies, fragrances and cosmetics

Senior Buyer (A-7, A-8; B-1; C-3, C-4, C-7, C-8, C-9; A-6, A-9)
Glenn Hoffmann
(718) 390-3882
Films & accessories, records & tapes, cameras, greeting cards, books/periodicals, hardware/garden/pet supplies, auto accessories, outdoor living, beer/soda, package stores

Buyer (A-6, A-9)
Tina Campbell
(718) 390-3869
Beer and soda, package store

Buyer (A-1, A-4)
Vacant
(718) 390-3675
Candy, convenience food, tobacco, smoking accessories

Buyer (C-3, C-7, C-8)
Sal Lascari
(718) 390-3914
Greeting cards, books, periodicals; auto accessories

Buyer (D-1, D-3, D-5)
Lynne Pieffner
(718) 390-3910
Cosmetics, fragrances, toiletries & drugs, household supplies

Buyer (C-4, C-9)
Jerry Greene
(718) 390-3912
Hardware/garden/pet supplies, outdoor living

Hardlines Requirements Branch (MD3)
Manager
Larry Chapp
(718) 390-3886

Senior Buyer (A-7, A-8; B-1)
Chris Bennett
(718) 390-3882
Cameras, film & accessories, records & tapes

Buyer (C-5)
Barry Flayton
(718) 390-3883
Toys & wheel goods, Trim-a-Tree

Senior Buyer (B-2, B-3, B-4, B-8, B-9; E-4)
Jim Larkin
(718) 390-3878
Home furnishings, housewares, electrical appliances, giftware, domestics, fabrics and sewing accessories

Buyer (B-8, B-9)
Phyllis Cosenza
(718) 390-3670
Furniture, rugs, lamps, homes

Senior Buyer (B-5, B-7; C-2, C-5)
Cheryl Acampora
(718) 390-3879
Consumer electronics, musical instruments, computers, home office stationery, toys & wheel goods, trim-a-tree

Senior Buyer (C-1; D-2, D-4)
Peggy Walsh
(718) 390-3908
Luggage & leather goods, jewelry, watches/accessories

Buyer (B-2, B-8)
Tom Heffernan
(718) 390-3884
Housewares, giftware

Buyer (D-2)
Gloria Reid
(718) 390-3857
Fine Jewelry

Senior Buyer (B-3; E-4; F-2)
Jeffrey Siegel
(718) 390-3896
Domestics, fabrics & sewing accessories, sporting goods

Buyer (B-5)
Jerry Deutsch
(718) 390-3958
Consumer electronics, musical instruments

Buyer (B-7; C-2)
Ann Motta
Stationery, home/office, equipment & accessories

Buyer(B-4)
Dan Walz
Electrical Appliances, microwaves

Store Operations Division
(Exchange Operations Group)

Director
CDR John Flanagan, SC, USN
(718) 390-3847/8

Deputy Director
Tom Kolstad
(718) 390-3874

Automotive/Personalized Services Branch
Manager
Donald Mohlman
(718) 390-3849

Automotive Services Specialist
Vacant
(718) 390-3851

Personalized Services Specialist
Paul Agurkis
(718) 390-3851

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services Branch
Manager
Chic Vannini
(718) 390-3677

Food Service Specialist
Sal Grasso
(718) 390-3677

Vending, Laundry & Dry Cleaning Branch
Manager
Robert Elszy
(718) 390-3863

Vending Specialists
Chris McEwen
Jerry Fantano
(718) 390-3863

Retail Operations Branch
Manager
Charles Stockburger
(718) 390-3680

Retail Operations Specialists
Amy Morin
(718) 390-3854
Rennie Aitkenhead
(718) 390-3720

David Greth
(713) 390-3854

Office of Sales Coordination

Director
Joseph LoCasto
(718) 390-3872/74

Visual Merchandising Specialists
Chris Boyd
(718) 390-3871

Elaine Madison
(718) 390-3531

Paul Sorensen
(718) 390-3984

Peggi McCabe
(718) 390-3532

Ken Kaczmarski
(718) 390-3864

Sales Coordination Specialist
Jay Shmulewitz
(718) 390-3506

Sales Promotion Branch

Manager
Barbara Wolk
(718) 390-3873

Sales Coordination Specialist
Frank Colosa
(718) 390-3870

Sales Coordination Specialists
Janet DeMonte
Lila Victoria
Debra Zizzo
(718) 390-3724

Frank Canzoneri
Viki Reinertsen
(718) 390-3672

Sales Coordination Information Specialists
Pamela Gallicchio
(718) 390-3875

Sylvia Leide
(718) 390-3672

Fleet Support Group

Deputy Commander
CDR Dennis A. Achenbaugh
(718) 390-3701

Naval Uniform Division
(Fleet Support Group)

Director
Becky Adkins
(718) 390-3704

Senior Buyer
Camille Gainsa
(718) 390-3707
Men's and women's uniforms, accessories, dungarees, rainwear, insignia, fabric (commercial sources)

Ships Stores Division (Fleet Support Group)

Director
Louis J. Caputo
(718) 390-3838

Deputy Director
Charles Vaughan
(718) 390-3839

Operations Branch
Manager
Walter Moore
(718) 390-3796

Operations Branch Specialist
Teresa Ancrum
(718) 390-3840

Operations Branch Specialist
Alice Pastore
(718) 390-3796

Fleet Assistance Branch
Manager
John Dixon
(718) 390-3837

Specialist
Gene Hoffman
(718) 390-3837

Chief Ships Serviceman
SHCS Jose E. Hernandez
(718) 390-3505

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Contract Support Branch (CG1)
Manager
Anthony DiGiovanni
(718) 390-3525

Systemwide Contract Section

Supervisor
Robert J. McDonald
(718) 390-3649

Contract Specialists
Henry Link
(718) 390-3535

Jennie Purpi
(718) 390-3946

Leslie Gonzalez
(718) 390-3947

Winona Frye
(718) 390-3946

Beverly Haynes
(718) 390-3946

Kathy Madrazo
(718) 390-3947

Virginia Squitieri
(718) 390-3535

Joe Occhipinti
(718) 390-3946

Equipment Contract Section

Supervisor
Lester Segarnick
(718) 390-3639

Procurement Specialists
Hilda Thomas
(718) 390-3609

Helen Buscemi
(718) 390-3939

Lou Becker
(718) 390-3940

Thecla Mitchell
(718) 390-3653

Appropriated Fund Procurement Section

Supervisor
John Cucciniello
(718) 390-3938

Procurement Specialists
Joseph Darcy
(718) 390-3937

Tony Sorrentino
(718) 390-3937

Fran Ferrari
(718) 390-3937

Procurement Management Review Branch (CG2)

Manager
Kathleen Sutherland
(718) 390-3943

Supervisor
Jay Bernstein
(718) 390-3978

Procurement Analysts
Christina Curry
(718) 390-3652

George Harris
(718) 390-3977

Irving Medetsky
(718) 390-3942

Administrative Support Branch (CG3)
Manager
Josephine Cerenzio
(718) 390-3944

Contract Policy Branch (CG4)
Manager
Herb Friedland
(718) 390-3933

Procurement Analysts
Alexander Ricci
(718) 390-3932

Glenna Holgersen
(718) 390-3662

Jeff Reppert
(718) 390-3662

Office of Small and Disadvantaged Business Utilization

Director
Herb Friedland
(718) 390-3933

Distribution Management Division

Deputy Commander
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
(718) 390-3949

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Ann Kukowski
(201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Helen Gonsiewski
(718) 390-3954

NAVRESSO Field Support Offices (Exchanges & Commissaries)

C.O. indicates Commanding Officer
XO indicates Executive Officer

NAVRESSO Field Support Office
Davisville
North Kingstown, RI 02852-0799
C.O.: CDR Bruce Rich
XO: LCDR William Pankrat
Mike Powers, *Exchange Operations Dir.*
John Covach, *Commissary Operations Dir.*
(401) 294-9541 (401) 295-8882

NAVRESSO Field Support Office
Mechanicsburg
Box 2050
Mechanicsburg, PA 17055-0791
C.O.: CAPT R. A. Campisi
XO: CDR J. Weideman
Jerry Rogoff, *Exchange Operations Dir.*
Doug Cook, *Commissary Operations Dir.*
(717) 790-5863

NAVRESSO Field Support Office
Norfolk
P.O. Box 15037
Norfolk, VA 23511-0001
C.O.: CAPT Ross Hendricks
XO: CDR John Polley
Howard Siegman, *Exchange Operations Dir.*
Lyle Thomas, *Commissary Operations Dir.*
(804) 440-2399

NAVRESSO Field Support Office
Jacksonville
Naval Air Station, Box 13
Jacksonville, FL 32212
C.O.: CAPT J. W. Mitchell
XO: CDR Ted Brooks
Bob McGinty, *Exchange Operations Dir.*
Jacques Lorraine, *Commissary Operations Dir.*
(904) 777-7075/7076/7077

NAVRESSO Field Support Office
San Diego
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
C.O.: CAPT C. A. Hoyt
XO: Terry Argento
Joe Williams, *Exchange Operations Dir.*
Scott Simpson, *Commissary Operations Dir.*
(619) 237-5601/5602/5603

NAVRESSO Field Support Office
Oakland
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625-5025
C.O.: CAPT Fred Kowalski
XO: CDR Tom Chambers
Nadine McAffee, *Exchange Operations Dir.*
Paul Culver, *Commissary Operations Dir.*
(415) 466-7020/7021

NAVRESSO Field Support Office
Auburn
2801 "C" St., S.W.
Auburn, WA 98001-7499
C.O.: CAPT Charles Ritzel
XO: CDR John Tufts
Anthony DiSalvo, *Exchange Operations Dir.*
Edward Dove, *Commissary Operations Dir.*
(206) 931-7665/7666

Commissary Store Regions

Navy Resale Activity
United Kingdom
Box 46, FPO, NY 09510
OIC: LCDR Fred Spease, SC, USN
Telephone: 011-44-582-699170

Navy Resale Activity
Naval Air Station, Bldg. 27
Pensacola, FL 32508-5350
OIC: CDR Bruce Rova
(904) 455-0392
Manager, Commissary Operations
Terry Hall
(904) 452-6880

Navy Resale Activity
Naval Air Station
Corpus Christi, TX 78419
OIC: LCDR William Spicer
(512) 939-2033

Navy Resale Activity
Bldg. 2600
Naval Training Center
Great Lakes, IL 60088
OIC: CDR James Carbone
(312) 578-6101

Navy Resale Activity
Naval Support Activity, Box 44
Naples, Italy
Mailing Address: FPO NY 09521
OIC: CDR William Wimett, SC, USN
Telephone: 011-39-81-760-3781

Navy Resale Activity
Naval Station, Box 7
Pearl Harbor, HI 96860-6000
OIC: CAPT David Bunten
(808) 422-9449

Navy Resale Activity
U.S. Naval Station
Subic Bay, Luzon
Republic of the Philippines
FPO San Francisco 96651
OIC: CDR David Maddon
Telephone: 011-63-89-882-9212

Navy Resale Activity
Yokosuka, Japan
Mailing Address: Fleet Activities, Box 70, FPO Seattle 98762
OIC: CDR Ronald Sugihara
Telephone:
Overseas Operator 011-81-468-261-911

IS DOING BUSINESS WITH MILITARY TOO TOUGH?

At Special Markets Strategies we don't think so. In fact we firmly believe that the Military resale system represents one of today's best markets.

But, doing business with the Military resale system IS DIFFERENT. We can provide you with an understanding of this difference and the plans and strategies to effectively compete in this important market, comparable in size to Chicago.

Let us help you make military the right place to SELL MORE STUFF!

Contact us at:

S M S INC.

Special Markets Strategies, Inc.

Union Plaza, 333 North Washington Avenue
Minneapolis, Minnesota 55401
Phone: (612) 349-2763 Fax: (612) 349-2760

Navy Summary of Sales by Retail Department

Department/Dept. Code	CONUS $ Sales	%	Overseas $ Sales	%	Worldwide $ Sales	%	% Change 88 vs. 87
Candy & Confections	12,604,066	1.4	6,352,808	1.5	18,956,874	1.4	2.8
Tobacco & Smoking Accessories	89,412,601	9.8	15,065,953	3.6	104,478,554	7.9	2.3
Convenience Foods	36,526,175	4.0	22,226,672	5.3	58,752,847	4.4	6.4
Beverages (Beer and Soda)	63,888,387	7.0	28,996,472	6.9	92,884,859	7.0	21.7
Film & Accessories	7,249,109	0.8	3,032,136	0.7	10,281,245	0.8	−3.6
Records & Tapes	15,524,496	1.7	16,691,266	4.0	32,215,762	2.4	20.9
Distilled Spirits & Wine	59,418,853	6.5	13,101,980	3.1	72,520,833	5.5	176.9
Cameras & Photo Equipment	9,916,932	1.1	6,724,222	1.6	16,641,154	1.3	−7.5
Housewares	11,365,552	1.2	5,921,758	1.4	17,287,310	1.3	−3.8
Sporting Goods	13,108,324	1.4	7,784,783	1.9	20,893,107	1.6	4.1
Electrical Appliances	21,016,211	2.3	17,992,211	4.3	39,008,422	2.9	5.7
Consumer Electronics	70,783,955	7.8	64,992,628	15.5	135,776,583	10.2	3.6
Home Furnishings & Giftware	16,719,192	1.8	16,104,094	3.8	32,823,286	2.5	−1.4
Furniture	7,204,462	0.8	23,405,802	5.6	30,610,264	2.3	8.5
Luggage & Leather Goods	10,215,726	1.1	2,638,757	0.6	12,854,483	1.0	6.8
Stationery	16,161,459	1.8	4,926,936	1.2	21,088,395	1.6	5.0
Party Goods & Greeting Cards	10,931,290	1.2	4,557,723	1.1	15,489,013	1.2	9.2
Hardware & Pet Supplies	15,918,205	1.7	4,573,904	1.1	20,492,109	1.5	−2.6
Toys & Wheel Goods	15,802,237	1.7	10,207,049	2.4	26,009,376	2.0	1.8
Books & Periodicals	13,841,741	1.5	4,946,035	1.2	18,787,776	1.4	0.5
Auto Accessories	20,849,731	2.3	8,267,071	2.0	29,116,802	2.2	3.5
Garden Supplies & Outdoor Living	24,123,431	2.7	5,602,999	1.3	29,726,430	2.2	5.0
Toiletries & Drugs	38,478,640	4.2	13,223,453	3.1	51,702,093	3.9	2.0
Jewelry	23,900,629	2.6	14,120,466	3.4	38,021,095	2.9	6.4
Household Supplies	12,680,240	1.4	6,014,013	1.4	18,694,253	1.4	2.5
Watches & Accessories	15,210,468	1.7	6,191,197	1.5	21,401,665	1.6	4.6
Fragrances & Cosmetics	21,102,066	2.3	7,126,821	1.7	28,228,917	2.1	8.7
Men's Wear & Accessories	64,971,472	7.1	19,561,875	4.7	84,533,347	6.4	−1.2
Intimate Apparel	19,065,208	2.1	5,913,637	1.4	24,978,845	1.9	0.8
Domestics	15,612,217	1.7	7,221,562	1.7	22,833,779	1.7	6.3
Infants & Toddler's Wear	12,049,303	1.3	5,400,468	1.3	17,449,771	1.3	7.9
Family Shoes	24,743,670	2.7	8,394,826	2.0	33,138,496	2.5	14.9
Women's Ready to Wear	31,584,043	3.5	12,981,028	3.1	44,565,071	3.4	1.7
Fabrics & Sewing Accessories	0	0.0	1,756,430	0.4	1,756,430	0.1	−4.9
Girls Wear	8,098,744	0.9	2,827,024	0.7	10,925,768	0.8	3.7
Boys Wear	8,378,451	0.9	2,832,852	0.7	11,211,303	0.8	6.8
Department Sales Adjustments*							
All "B" Departments	0	0.0	2,008,972	0.5	2,008,972	0.2	−1.9
All "C" Departments	1,010,885	0.1	153,517	/a	1,164,402	0.1	4.2
All "D" Departments	0	0.0	67,636	/a	67,636	/a	−9.9
All "E" Departments	0	0.0	905,760	0.2	905,760	0.1	−13.5
Misc. Retail Departments**	1,110,610	0.1	1,513,404	0.4	2,624,014	0.2	−0.9
Retail Subtotals	**$860,578,901**	**94.6%**	**$412,328,200**	**98.2%**	**$1,272,907,101**	**95.7%**	8.7%
Uniforms & Accessories	49,294,961	5.4	7,584,877	1.8	56,879,838	4.3	−2.1
Retail Department Totals	**$909,873,862**	**100.0%**	**$419,913,077**	**100.0%**	**$1,329,786,939**	**100.0%**	**8.2%**

Note: Navy Exchange sales for FY88 are preliminary and unaudited.
/a Less than one-tenth of one percent.
*Represents sales that were rung up by smaller exchanges without a key for each department.
**These figures represent sales recorded on a single departmental key at the cash register at smaller exchanges.

Navy Summary of Sales by Service Department—FY88

Department	CONUS	Overseas	Worldwide	% Change 88 vs 87
Barber Shop/J-1	10,909,497	2,309,805	13,219,302	10.1
Beauty Shop/J-2	2,383,006	1,441,140	3,824,146	6.0
Gasoline Fuel/J-3	74,344,543	21,905,124	96,249,667	−4.4
Auto Service & Labor/J-5	5,828,094	2,333,529	8,161,623	6.5
Optical/K-2	7,741,912	1,179,373	8,921,285	2.2
Flower Shop/K-3	6,879,867	2,294,063	9,173,930	6.0
Food Service/K-4	56,118,112	28,153,546	84,271,658	−1.7
Laundry Dry Cleaning/M-1	15,989,563	4,715,130	20,704,693	10.2
Personalized Services/M-2	25,700,148	17,573,063	43,273,211	15.3
Vending Machine/M-3	67,010,809	16,582,273	83,593,082	5.8
Amusement Machines/M-7	12,466,888	2,539,825	15,006,713	250.0
Total Services	**$285,372,439**	**$101,026,871**	**$386,399,310**	**5.4%**
Navy Lodges	11,233,613	2,242,768	13,476,382	8.9
Navy Uniforms/L-1	20,226,601	4,003,173	24,229,174	9.8
Concession Sales	$100,202,909	$ 35,320,083	$135,522,992	−6.7%

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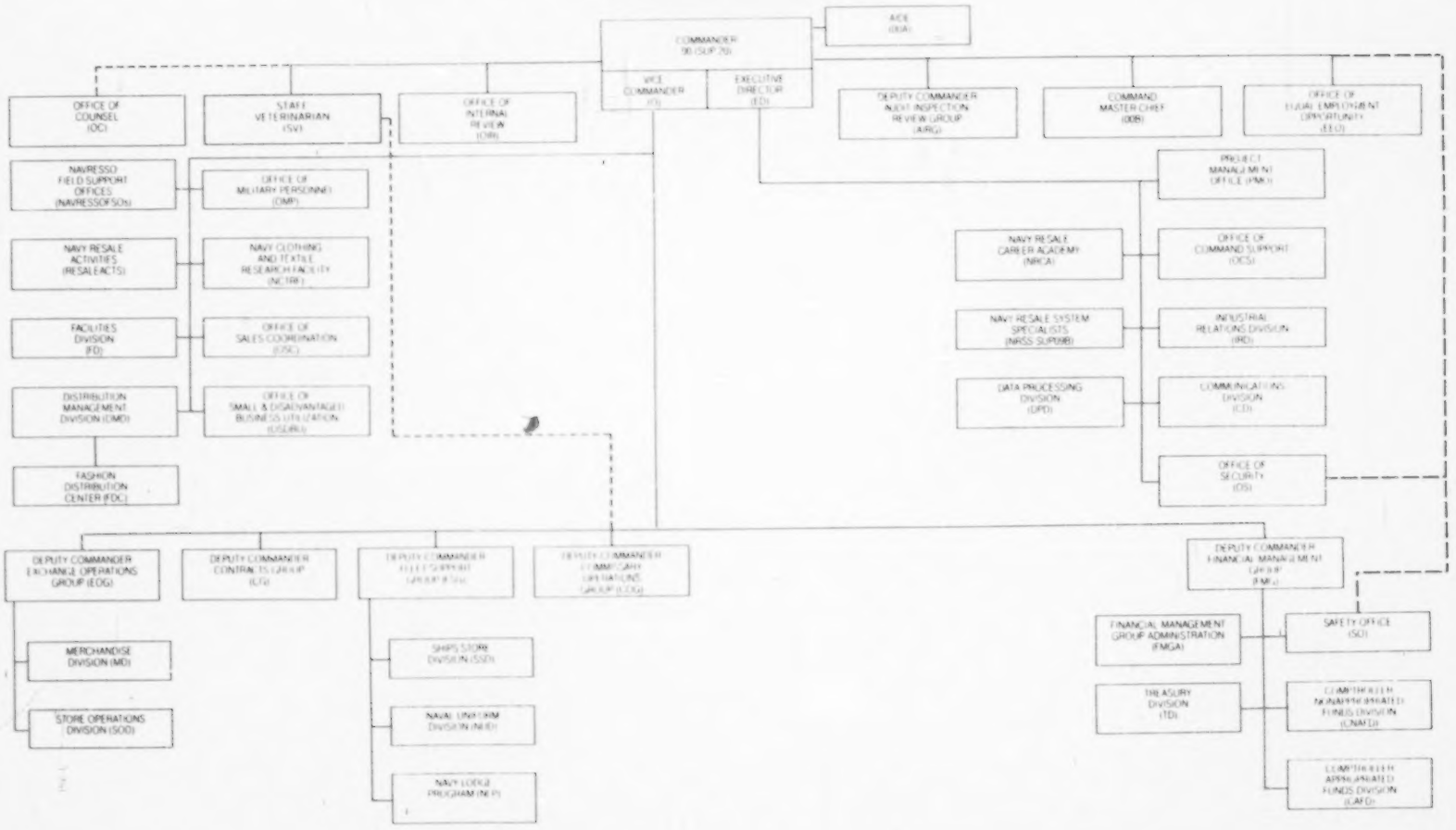
NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)


COMMANDER
VICE COMMANDER
EXECUTIVE DIRECTOR (ED)
AIDE
OFFICE OF COUNSEL (OC)
STAFF VETERINARIAN (SV)
OFFICE OF INTERNAL REVIEW (OIR)
DEPUTY COMMANDER INSPECTION REVIEW GROUP (DIRG)
COMMAND MASTER CHIEF (CMC)
OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY (EEO)
NAVRESSO FIELD SUPPORT OFFICES (NAVRESSOFSOs)
OFFICE OF MILITARY PERSONNEL (OMP)
NAVY RESALE ACTIVITIES (RESALEACTS)
NAVY CLOTHING AND TEXTILE RESEARCH FACILITY (NCTRF)
FACILITIES DIVISION (FD)
OFFICE OF SALES COORDINATION (OSC)
DISTRIBUTION MANAGEMENT DIVISION (DMD)
OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION (OSDBU)
FASHION DISTRIBUTION CENTER (FDC)
PROJECT MANAGEMENT OFFICE (PMO)
NAVY RESALE CAREER ACADEMY (NRCA)
OFFICE OF COMMAND SUPPORT (OCS)
NAVY RESALE SYSTEM SPECIALISTS (NRSS SUPSHIP)
INDUSTRIAL RELATIONS DIVISION (IRD)
DATA PROCESSING DIVISION (DPD)
COMMUNICATIONS DIVISION (CD)
OFFICE OF SECURITY (OS)
DEPUTY COMMANDER EXCHANGE OPERATIONS GROUP (EOG)
DEPUTY COMMANDER CONTRACTS GROUP (CG)
DEPUTY COMMANDER FLEET SUPPORT GROUP (FSG)
DEPUTY COMMANDER COMMISSARY OPERATIONS GROUP (COG)
DEPUTY COMMANDER FINANCIAL MANAGEMENT GROUP (FMG)
MERCHANDISE DIVISION (MD)
STORE OPERATIONS DIVISION (SOD)
SHIPS STORE DIVISION (SSD)
NAVAL UNIFORM DIVISION (NUD)
NAVY LODGE PROGRAM (NLP)
FINANCIAL MANAGEMENT GROUP ADMINISTRATION (FMGA)
SAFETY OFFICE (SO)
TREASURY DIVISION (TD)
COMPTROLLER NONAPPROPRIATED FUNDS DIVISION (CNAFD)
COMPTROLLER APPROPRIATED FUNDS DIVISION (CAFD)

U.S. ARMY TROOP SUPPORT AGENCY (TSA)
Bldg. P-12400
Ft. Lee, VA 23801-6020
Phone: (804) 734-2410/Autovon 687-3600
Commander: Brigadier General Charles E. St. Arnaud, USA

BG St. Arnaud

Charles Fulmore

Key Headquarters Personnel

Commander
BG Charles E. St. Arnaud, USA
(804) 734-3600

Deputy to the Commander
Charles E. Fulmore
(804) 734-1600

Command Sergeant Major
CSM Harold L. McGaugh, USA
(804) 734-4206

Chief of Staff
COL Bill G. Belcher, USA
(804) 734-2202

Staff Action Control Officer
Betty Belangia
(804) 734-2756

Personal/Special Staff

Aide-de-Camp
1LT Daniel P. Case
(804) 734-2856

Inspector General
LTC David R. Seaberg
(804) 734-3437

Equal Employment Manager/Equal Opportunity Officer
James A. Canady, Sr.
(804) 734-3488

Adjutant/Headquarters Detachment/Military Personnel Office
CPT Schuyler D. Wires
(804) 734-2082

Chief/Acquisition Management Office
Crosby H. Johnson
(804) 734-3263

Veterinary Staff Officer
COL James E. Sims
(804) 734-1140

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Chief/Internal Review Office
Ben E. Mikell
(804) 734-2347

Chief, Civilian Personnel Staff Office
Winfred L. Hasty, III
(804) 734-1333

Chief/Reserve Component Support Office
CW3 William H. Mixon
(804) 734-3265

Chief/Service Support Office
Charles H. Kramer
(804) 734-4030

Directorate of Commissary Operations

Director/Commissary Operations
Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations
MAJ Tom C. Shaeffer
(804) 734-1742

Chief/Concepts, Plans and Evaluation Division
Michael B. Schottenbauer
(804) 734-1731

Chief/Operations Division
Thomas E. Milks
(804) 734-3556

Chief, Merchandising and Marketing Division
William F. Mehler
(804) 734-2410

TSA Defense Personnel Support Center Liaison Officer
Michael J. Dowling
(215) 952-4251

Directorate of Resource Management

Director/Resource Management
Gary G. Lutz
(804) 734-2652

Deputy Director/Resource Management
Vacant
(804) 734-1335

Chief/Budget Division
Frances F. Fleming
(804) 734-3358

Chief/Accounting and Finance Division
Ann P. Andrews
(804) 734-3348

Chief/Management and Force Development Division
Jessie D. Williams
(804) 734-2030

Chief/Productivity Engineering Division
Wayne J. Correia
(804) 734-1855

Directorate of Engineering and Materiel

Director/Engineering and Materiel
COL Caesar R.E. Morel
(804) 734-2426

Deputy Director/Engineering and Materiel
Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division
John D. Figueras
(804) 734-1643

Chief/Facilities and Materiel Management Division
David H. Freedman
(804) 734-3216

Directorate of Information Systems

Director/Information Systems
COL Stephen L. Weisel
(804) 734-1951

Deputy Director/Information Systems
James R. Austin
(804) 734-1951

Chief/Command, Operations, Plans & Support Division
J. Dolores Klepper
(804) 734-1153

Chief/Commissary Systems Division
Rosita O. Parkes
(804) 734-4646

Chief/Administrative & Visual Information Systems Division
Charles V. Riddick
(804) 734-4168

Directorate of Food Service

Director/Food Service
COL David D. Dee
(804) 734-3145

Deputy Director/Food Service
Mark E. McCormack
(804) 734-2555

Acting Chief/Troop Subsistence Division Donna L. Banks
(804) 734-4147

Chief/Dietary Program Division
Alice V. Skinner
(804) 734-3951

Chief/Troop Food Service Division
LTC Frank Isom, Jr.
(804) 734-1868

Chief/Food Management Assistance Team Division
LTC Richard W. Gates, Jr.
(804) 734-2511

Joint Technical Staff, Army Rep/Natick Research, Development & Engineering Center
MAJ Steven D. Auerbach
(617) 651-4921

Directorate of Clothing and Services
Director/Clothing and Services
William C. Davis
(804) 734-2463

Chief/Clothing and Individual Equipment Division
W. Douglas Temple
(804) 734-1533

Chief/Laundry and Dry Cleaning Division
Claude T. Rudd
(804) 734-3713

TSA Buying Procedures

National and regional brand name items sold in Army commissaries are selected at the region level, based on criteria established by the individual regions. Companies desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level, but must first be authorized by the regional headquarters and added to its Authorized Stockage List. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Items obtained on a purchase description such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

Items which are not available from DPSC's Supply Bulletins or competitive contracts are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with companies which have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

TSA Commissary Regions

Northeast Commissary Region

Fort George G. Meade, MD 20755–5220
Phone: (301) 677-4932/Autovon: 923-4932

Director
Charles M. Wiker
(301) 677-4932

Deputy Director
Austin K. Smith
(301) 677-4932

Senior Noncomissioned Officer-in-Charge
SFC James Y. Rhones
(301) 677-4932

Acting Equal Employment Manager
Marian K. Edlow
(301) 677-5132

Chief/Resource Management Division
F. R. Verrier
(301) 677-5415

Chief/Budget Branch
Shirley J. Dietsch
(301) 677-5282

Chief/Management, Manpower & Administrative Services Branch
Marian K. Edlow
(301) 677-5134

Chief/Accounting Branch
Ron W. Fluharty
(301) 677-3203

Chief/Contracting Division
Lavern S. Godard
(301) 677-4411

Chief/Information Systems Division
Larry R. Chatham
(301) 677-5462

Chief/Operations Division
Charles R. Leslie
(301) 677-5337

Operations Officer
CPT Bette Washington
(301) 677-5337

Chief/Operations Branch
Enrique Perez
(301) 677-3893

Chief/Safety & Security Branch
Richard E. Kershner
(301) 677-3893

Chief/Merchandising & Marketing Branch
Paul M. Rhodes
(301) 677-5337

Chief/Logistics Management Division
John R. Sheriff
(301) 677-5669

Chief/Logistics Requirements Branch
Cruz O. Angelo
(301) 677-5669

Chief/Property Control Branch
Roger P. Peterson
(301) 677-5669

Chief/Internal Review Office
Robert A. Isaacs
(301) 677-4932

Chief/Personnel & Training Office
Jacqueline E. Garrison
(301) 677-4332

Southeast Commissary Region

Fort Lee, VA 23801–6025
Phone: (804) 734-4666/Autovon: 687-4666

Director
Cecil E. Saunders
(804) 734-4666

Deputy Director
Dennis A. Syracuse
(804) 734-4666

Senior Noncommissioned Officer-in-Charge
MSG James Eggert
(804) 734-4492

Equal Employment Manager
Carey Brown
(804) 734-3302

Chief/Resource Management Division
C.P. Favale
(804) 734-2234

Chief/Budget Branch
Patricia Root
(804) 734-3748

Chief/Management, Manpower & Administrative Services Branch
Luther Wills
(804) 734-2234

Chief/Accounting Branch
Geraldine Agcaoili
(804) 734-2297

Chief/Contracting Division
Patricia Christopher
(804) 734-3834

Chief/Information Systems Division
Toni Norton
(804) 734-4463

Chief/Operations Division
Owen C. Boutelle
(804) 734-4463

Operations Officer
MAJ Kenneth D. Eisenhauer
(804) 734-1295

Chief/Operations Branch
Thomas Kiefer
(804) 734-3448

Chief/Support Branch
Henry Brigstock
(804) 734-1166

Chief/Merchandise Management Branch
George Henry
(804) 734-2236

Chief/Logistics Management Division
Vacant
(804) 734-4910

Chief/Logistics Requirements Branch
Deanie Wessell
(804) 734-4910

Chief/Logistics Requirements Branch
Deanie Wessell
(804) 734-4910

Chief/Property Control Branch
Ed Ainsworth
(804) 734-3040

Midwest Commissary Region

Fort Sam Houston, TX 78234-5000
Phone: (512) 221-5684/Autovon: 471-5684

Director
Ronald E. Renaud
(512) 221-5684

Deputy Director
Delmar V. Craig
(512) 221-6190

Senior Noncommissioned Officer-in-Charge
SFC Ingrid S.M. Engstrom
(512) 221-5096

Equal Employment Manager
Elvin J. Gant, Jr.
(512) 221-6496

Chief/Resource Management Division
Larry E. Coker
(512) 221-6190

Chief/Budget Branch
Chris C. Windsor
(512) 221-2093

Chief/Management Branch
Lois A. Jenkins
(512) 221-6375

Chief/Accounting Branch
Jean D. Doonan
(512) 221-6296

Chief/Contracting Division
Vacant
(512) 221-2167

Chief/Management Information Systems Division
John J. Loughlin
(512) 221-5398

Chief/Operations Division
Billy E. Johnson
(512) 221-6488

Operations Office
CPT Eloise Kerr
(512) 221-6488

Chief/Operations Branch
Jerry R. Brazil
(512) 221-6793

Chief/Safety/Security Branch
Bud D. McDowell
(512) 221-6587

Chief/Merchandising Branch
Bob J. Richardson
(512) 221-5190

Acting Chief/Logistics Management Division
Paul G. Rubio
(512) 221-6496

Chief/Property Control Branch
Vacant
(512) 221-6496

Chief/Logistics Requirements Branch
Paul G. Rubio
(512) 221-5591

Western Commissary Region

Fort Lewis, WA 98433-5000
Phone: (206) 967-3364/Autovon: 357-3364

Commander
COL Charles M. Lalli
(206) 967-3364

Deputy to the Commander
John C. Rose
(206) 967-3364

Senior Noncommissioned Officer-in-Charge
SFC Frederick E. Lane
(206) 967-3364

Equal Employment Manager
Robert O. Peterson
(206) 967-3364

Chief/Resource Management Division
F. A. Pattronaggio
(206) 967-4572

Chief/Budget Branch
Fred A. Mays
(206) 967-3071

Chief/Accounting Branch
Allen G. Wagner
(206) 967-3965

Chief/Management, Manpower & Administrative Services Branch
Rae Noland
(206) 967-3071

Chief/Contracting Division
Wesley Freeman
(206) 967-4660

Chief/Information Systems Division
Ronald Greening
(206) 967-3671

Chief/Operations Division
James E. Smith
(206) 967-2843

Operations Officer
MAJ Melanie Hermanson
(206) 967-2554

Chief/Operations Branch
Vacant
(206) 967-2554

Chief/Safety & Security Branch
Pat Powers
(206) 967-2554

Chief/Merchandise Management Division
David Warnke
(206) 967-2554

Chief/Logistics Management Branch
Gloria Ellis
(206) 967-2582

Chief/Logistics Requirements Branch
Agnes Kelly
(206) 967-2582

Chief/Property Control Branch
Jim Carr
(206) 967-2582

FAR EAST Commissary District
Seoul, Korea
Chief/LTC James F. Fagan
x738-5169

PANAMA Commissary District
Corozal, Panama
Acting Chief/Bob Varela
x5405

European Commissary Region

APO New York 09052-4365
Zweibruecken, Germany
Phone: Zweibruecken Military
(Area Code: 06332-86) 7192

Commander
COL Paul W. Phillips
x7192

Deputy to the Commander
Michael F. Brimhall
x7192

Sergeant Major
SGM Hans Bohnke
x7192

Public Affairs Officer
Denise M. Gomes
x7113

Equal Employment Opportunity Manager
Ruth Sherman
x6062

Chief/Internal Review Office
Charles Campisi
x6510

Chief/Personnel Management Office
Colleen F. Ingham
x6407

Chief/Commissary Operations Division
Edward F. Wenglowski
x7113

Chief/Security/Safety Branch
Charles Milam
x7113

Staff Sanitarian
CW2 Jessie J. DeLoach
x7113

Chief/Plans and Operations Branch
Edward Mauk
x7113

Chief/Engineering and Design Division
Larry Grasnick
x8385

Chief/Design Branch
Vacant
x8279

Chief/Project Management Branch
Richard Westmoreland
x6501

Chief, Resource Management Division
Marie R. Holloway
x7358

Chief/Administrative Services Branch
Gaye Burch
x7221

Chief/Budget Branch
Kenneth Littlepage
x6238

Chief/Management Analysis Branch
Eugene Riley
x7348

Army Commissary Sales

	Grocery	Meat	Produce	Total
FY80	$ 991,746,296	$257,653,236	$57,799,913	$1,307,199,445
FY81	1,086,715,268	274,544,491	64,971,540	1,426,241,299
FY82	1,151,424,429	281,939,767	67,920,681	1,501,284,877
FY83	1,216,401,995	273,193,907	65,660,654	1,555,256,556
FY84	1,256,697,419	263,381,145	69,896,468	1,589,975,032
FY85	1,299,157,503	207,497,920	66,992,174	1,573,647,597
FY86	1,342,429,963	227,454,754	73,405,074	1,643,289,791
FY87	1,411,110,428	240,734,854	81,476,999	1,733,322,281
FY88	1,499,424,627	254,856,692	86,554,512	1,840,835,871

Chief/Accounting Branch
Dorritt Lindroth
x7358

Chief/Logistics Management Division
LTC Rodney W. Williams
x8337

Chief/Inventory Management Branch
David Tindall
x7129

Deputy Chief/Inventory Management Branch
Virginia Harris
x8337

Chief/Merchandise Management Branch
Richard Walker
x8337

Chief/Distribution Management Branch
William Tompkins
x8372

Chief/Equipment Management Branch
Raymond Banks
x6540

Chief/Information Systems Division
Joe Stover
x8369

HEIDELBERG Commissary District
Manager/Harold Darefsky
x06221-10056

GIESSEN Commissary District
Manager/Tom Fisher
x0641-72067

BAMBERG Commissary District
Manager/John McCue
x0951-400-8612

MUNICH Commissary District
Commander/LTC Robert L. Ward, II
x089-690-4507

FRANKFURT Commissary District
Manager/Vacant
x069-549-006

STUTTGART Commissary District
Manager/Sidney H. Powers
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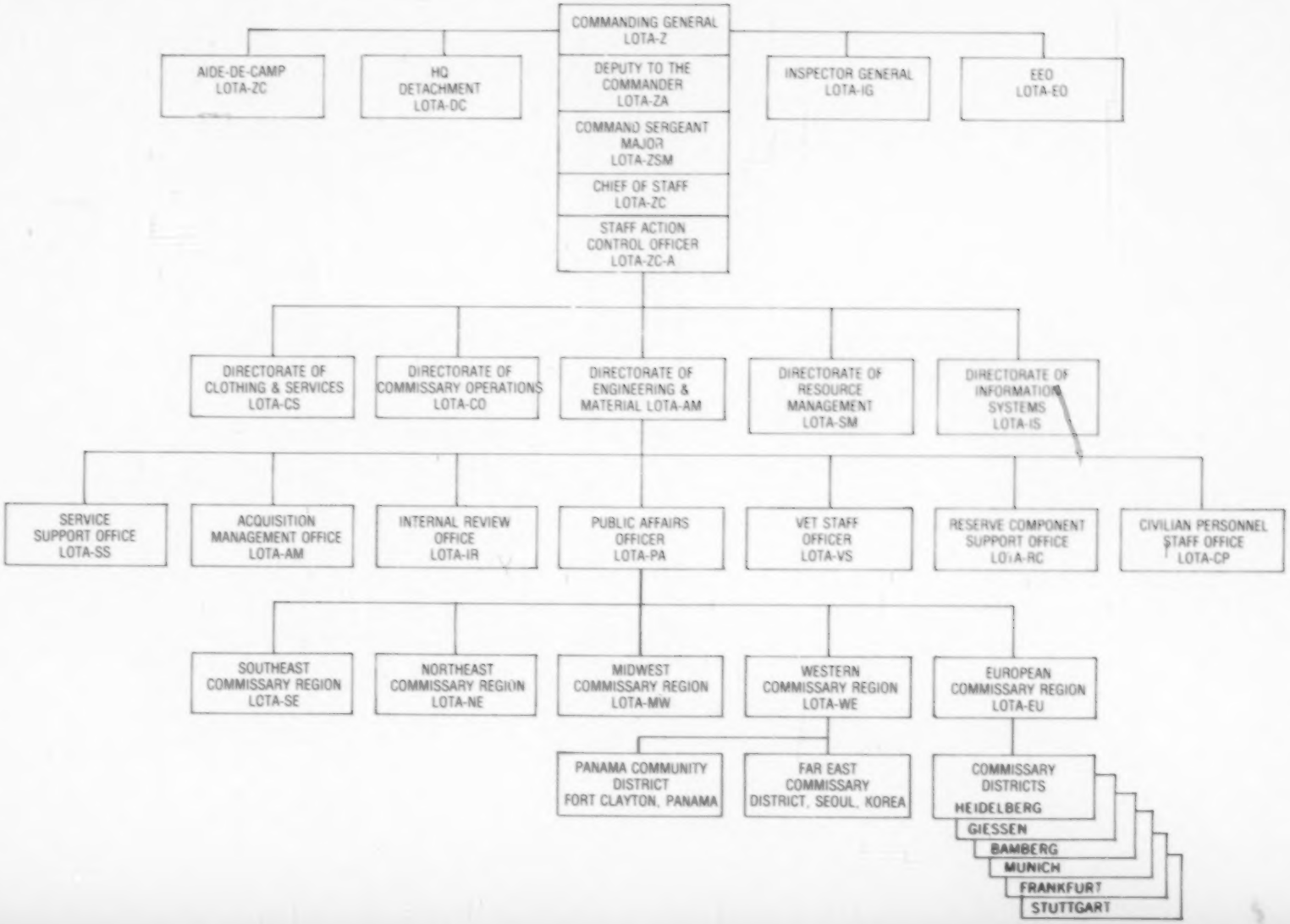
1-800-874-0106 FAX 904-434-3018
P.O. Box 17209 Pensacola, FL 32522

U.S. ARMY TROOP SUPPORT AGENCY (TSA)



U.S. COAST GUARD (EXCHANGE AND MORALE DIVISION)

Address:
Commandant
U.S. Coast Guard (G-PXM)
Washington, D.C. 20593
Phone: (202) 267-0726
Chief, Exchange and Morale Division: Captain Donald A. Anderson, USCG

CAPT Anderson

Key Personnel

Chief, Exchange and Morale Division
CAPT Donald A. Anderson, USCG
(202) 267-0726

Assistant Chief, Exchange and Morale Division
CDR Roy Cook, USCG
(202) 267-0727

Chief, Coast Guard Exchange System and Morale Branch
Mark Carscallen
(202) 267-1188

Chief, Budget and Analysis Branch
LCDR John Smith
(202) 267-1184

Program Analyst
Ralph J. Driscoll
(202) 267-0729

Buying Procedures

The Coast Guard Exchange System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Island, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Exchange and Morale Division provides support to Coast Guard appropriated fund military uniform stores.

Nonappropriated Fund Activities & NAFA Officers

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
LTJG Tim Brown, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
CWO Mike DeCarlo, USCG
(617) 565-9130

USCG Base
259 High Street
South Portland, ME 04106
CWO Tom Bussiere, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Bill Morris, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO R. Murray, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Hubbard, USCG
(919) 335-6471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO Ron Mutter, USCG
(804) 483-8612

Field Support Office
Portsmouth, VA
LT Ron Johnson
(804) 398-6277

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
Luis Torres
(809) 729-6800

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO Sweppe, USCG
(305) 535-5540

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Recely, USCG
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
Mr. W. F. (Buddy) Davis
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Martin, USCG
(305) 685-1661

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickwedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
13920 West Parkway
Cleveland, OH 44135
CWO Bob Venables, USCG
(216) 671-3500

USCG Air Station
Traverse City, MI 49684
Lt. John Glen, USCG
(616) 922-8288

Thirteenth Coast Guard District

USCG Support Center
1519 Alaska Way South
Seattle, WA 98134
CWO Mike Snell, USCG
(206) 587-0349

USCG Group Astoria
2185 S.E. Airport Rd.
Warrenton, OR 97146
CWO W. Carnegie, USCG
(503) 325-0108

USCG Air Station
2341 Colorado
North Bend, OR 97459
CWO J. Huard, USCG
(503) 756-6851

zUSCG Air Station
Port Angeles, WA 98362
CWO Bill Court, USCG
(206) 457-8600

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LTJG Joe Kuhl, USCG
(808) 541-2469

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT John Durham, USCG
(907) 487-5102

Headquarters Units

USCG Academy
New London, CT 06320
LCDR John Kress, USCG
(203) 444-8484

USCG ATC Mobile
Mobile, AL 36608
LCDR Simpson, USCG
(205) 694-6394

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO Bonogosshi, USCG
(707) 765-7244

USCG Reserve Training Center
Yorktown, VA 23690
LT Judy Keene, USCG
(804) 898-2115

USCG Support Center
Alameda, CA 94501
CWO Mike Major, USCG
(415) 437-3168

Coast Guard Commissary Stores

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
(907) 487-5209

Coast Guard CGES Sales
FY84–FY88

CGES Activity	FY84	FY85	FY86	FY87	FY88
Exchanges	$ 52,443,000	$ 53,049,073	$ 60,572,639	$ 61,580,193	63,716,081
Clubs	3,275,000	2,627,061	4,355,183	4,598,622	6,100,364
Package Stores	16,442,000	18,267,429	16,848,186	17,707,035	17,733,730
Grocery Stores	20,209,000	19,446,872	16,941,538	16,289,230	16,697,007
Direct Vending/Services	8,931,000	9,871,143	5,755,717	6,476,138	5,166,439
Total	**$101,300,000**	**$103,270,578**	**$104,473,263**	**$106,651,268**	**$109,413,621**

U.S. COAST GUARD (PERSONNEL SERVICES DIVISION)
Commandant (G-PS-2)
U.S. Coast Guard
Washington, D.C. 20593-0001
Location:
2100 Second Street, S.W.
Washington, D.C. 20593-0001
Phone: (202) 267-2557
Chief, Compensation Management Branch: CDR Maas, USCG

Key Personnel

Subsistence Management Section

Chief
CDR Maas, USCG
(202) 267-2248

Subsistence Specialist Force Manager
CWO Anthony P. Shea, USCG
(202) 267-1197

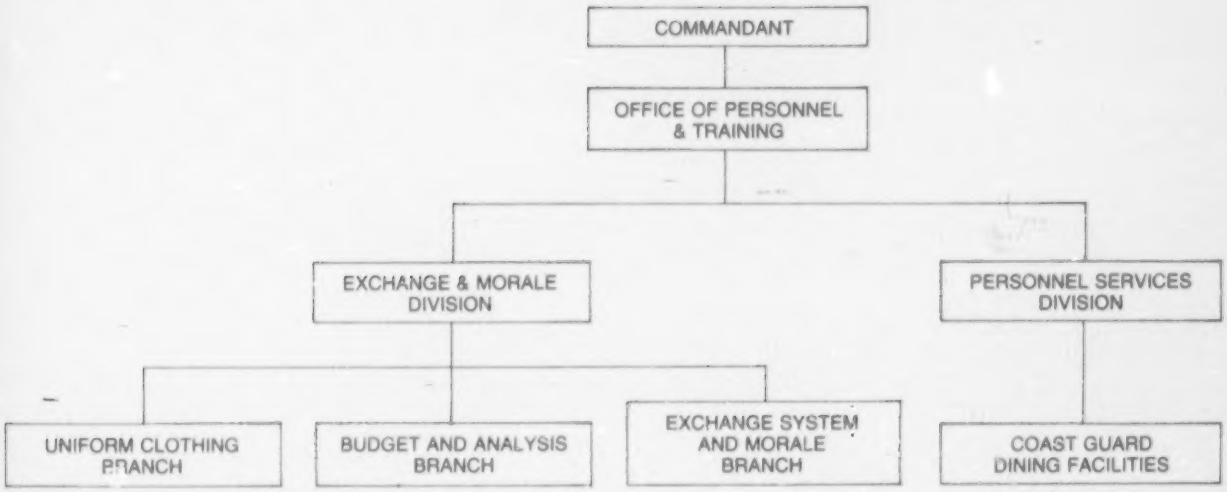
Military Subsistence Specialist
SSCM Carpi, USCG
(202) 267-2556

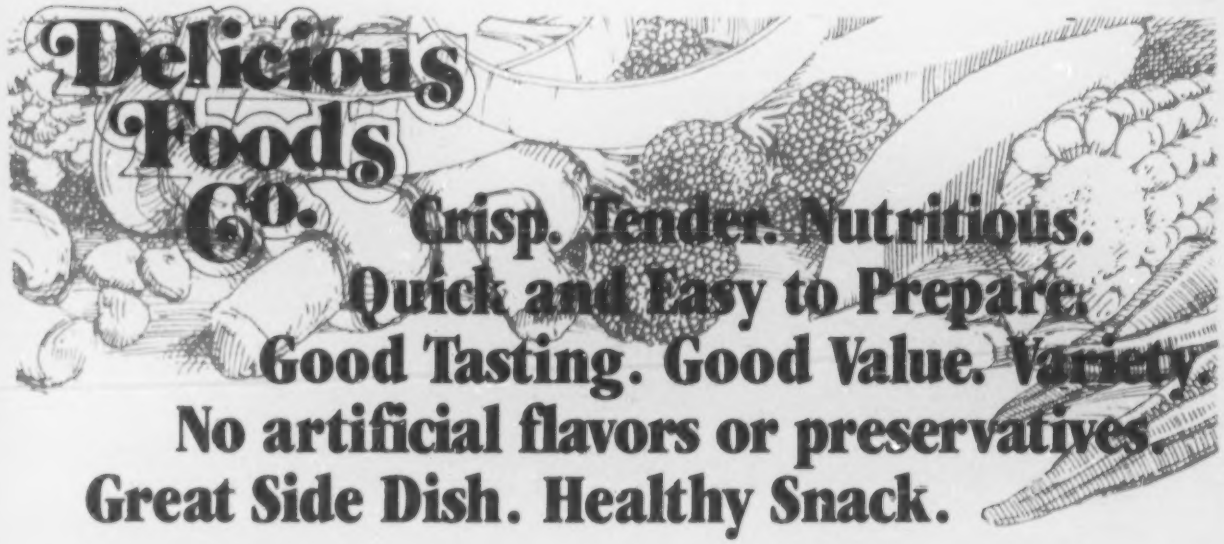
Buying Procedures

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

U.S. COAST GUARD




Delicious Foods Co.
Crisp. Tender. Nutritious.
Quick and Easy to Prepare.
Good Tasting. Good Value. Variety.
No artificial flavors or preservatives.
Great Side Dish. Healthy Snack.

We're talking restaurant quality, batter-coated vegetables and cheese that have been fried just enough to preserve all of the tender flavor, then flash frozen, so when you fry them, they'll be snappy and *Tendekrisp!*

Onion Rings. Whole Musbrooms. Mozzarella Cheese Stix. Potato Wedges. Sweet Corn Nuggets. Cut Okra. Cauliflower. Zucchini Stix. Broccoli. Onion Chips. Breaded Okra.

Superb as a side dish. Nutritious as a snack. Simple to prepare: pan fry, deep fry, wok fry, oven bake. 10 minutes from freezer to table.

DELICIOUS FOODS CO.
P. O. Box 730
Grand Island, N.E. 68802

Phone: 800-445-3663
Fax: 308-382-0210

U.S. MARINE CORPS
COMMISSARY SERVICE BRANCH

Location: Clarendon Square, Room 540
3033 Wilson Blvd.,
Arlington, VA 22201
Mailing Address: Hqrts.,
U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (202) 694-8616

BGen Adams

Joseph Jeu

Patrick Nixon

Key Personnel

Director, Facilities and Services Division
BGen Wayne T. Adams, USMC
(202) 694-2588

Head, Services Branch
Joseph H. Jeu
(202) 694-2571

Commissary Program Manager
Patrick B. Nixon
(202) 694-8616

Program Analyst
Jean M. Schwab
(202) 694-8616

Buying Procedures

Item selection and procurement are done at the complex level and are restricted to most food items and non-food items in the categories of Health and Beauty Aids, Household Supplies, and Pet Foods. Vendors who are interested in marketing their products in Marine Corps commissaries are encouraged to contact the East and West Coast Commissary Complex offices. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissaries for consideration.

Sales Promotions: Marine Corps commissaries are prepared to participate in all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex
Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Cecil Raby
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
Manager: Rod Prouty
O/S Operator: (0827) 21-4171

East Coast Complex
Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Lewis Stroud
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Richard Bell
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Gerald Timon (Acting)
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Robert Patton
(919) 447-2061

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store
Marine Corps Base
Quantico, VA 22134
Manager: Alex Somosky
(703) 640-2476

Marine Commissary Sales
($ In Millions)

FY	Sales	% Increase
80	108.0	—
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7
85	162.2	7.7
86	164.9	1.3
87	167.0	1.3
88	171.4	2.6

U.S. MARINE CORPS RETAIL OPERATIONS BRANCH

Location: Bldg. #3044, Catlin Avenue
Marine Corps Base, Quantico, VA
Mailing Address: Morale, Welfare and Recreation
Support Activity Headquarters, U.S. Marine Corps (MWX)
Quantico, VA 22134-0834
Phone: (703) 640-3821
FAX: 703-640-7291
Head: John Price

John Price

R. Lee Phillips

Key Personnel

Head
John Price
(703) 640-3821

Assistant Head
R. Lee Phillips
(703) 640-3821

Operations Officer
W. W. Edwards
(703) 640-3821

Merchandise Specialist
Vacant
(703) 640-3821

Retail Operations Assistant
Mary Raines
(703) 640-3821

Military Clothing Sales Specialist
Corinne Rosema
(703) 640-3821

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

CONUS Exchanges

Marine Corps Base
Camp Pendleton, CA 92005-5003
Lt. Col. Gerald Schoppe, USMC
(619) 725-6233
FAX: 619-430-7494

Marine Corps Base
Camp Lejeune, NC 28542-5003
Maj. Mary Hicks, USMC
(919) 451-2481
FAX: 919-353-4105

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Herman Rijfkogel
(714) 651-3340
FAX: 714-551-6497

Marine Corps Combat Development Command
Quantico, VA 22134-0229
Capt. Alfred LaPorte, USMC
(703) 640-7171
FAX: 703-640-6708

Marine Corps Recruit Depot/WRR
San Diego, CA 92134-5003
Jerry Falco
(619) 297-2500
FAX: 619-296-8400

Marine Corps Recruit Depot/ERR
Parris Island, SC 29905-5003
Capt Billy Athey, USMC
(803) 525-3301
FAX: 803-525-2872

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
CWO Margarita Jones, USMC
(619) 368-6163
FAX: 619-368-9218

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Michael B. Hayes, USMC
(919) 447-4233
FAX: 919-447-2922

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22134-5003
(703) 979-8420
FAX: 703-979-0972

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Christopher Williams, USMC
(602) 726-2363
FAX: 602-726-2812

Camp Elmore
Norfolk, VA 23515-5003
CWO Lumpkin III
(804) 423-1187
FAX: 804-423-5819

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Richard French, USMC
(912) 888-6801
FAX: 912-439-0324

Marine Corps Air Station
Beaufort, SC 29904-5003
Lt. (Capt Sel) David D. Leutwyler, USMC
(803) 522-7017
FAX: 803-522-7032

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Gregory S. Wheat, USMC
(619) 256-0212
FAX: 619-577-6577

Overseas Exchanges

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Lt. Kathleen A. Nuzum, USMC
(808) 257-5171
FAX: 808-254-1022

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
CWO David E. Barr
01181827214171 (direct dial)
FAX: 01181827217160

Marine Corps Barracks/Ground Defense Force
Guantanamo Bay, Cuba
FPO New York 09596-0006
Lt. T. Womack, USMC
01153992330 (direct dial)
FAX: 01153992570

Marine Barracks
Panama
FPO Miami 34061-9000
Steven Banks
0115078453 (direct dial)
FAX: 011507835338

MERCHANDISE MANAGERS/BUYERS

CONUS

SAN DIEGO, CA

MERCHANDISE MANAGER:
B. Pope

Buyers:

Mildred Summers
Footwear

Marine Exchange Sales
($ In Millions)

FY	Sales	% Increase
80	328.2	—
81	371.8	11.7
82	395.6	6.0
83	397.8	0.6
84	408.0	2.6
85	413.6	1.0
86	406.1	−1.9
87	425.0	4.7
88	438.1	3.7

Jan Farr
Consumer Electronics

Dee Davidson
Cosmetics
Jewelry

Deniese Billings
Giftware
Luggage

Mary Goldbeck
Women's Wear

Zella Arnold
Men's Wear
Military Clothing

Janet Fogleman
Accessories
Lingerie

Cindy Martin
Housewares

Gloria Lane
Self Service

Francis Thornton
Alcoholic Beverages

Peggy MacMahon
Toys
Children's Wear
Outdoor Living

John Vreeland
Hardware
Sporting Goods

Jim Telljohn
Automotive

Larry Shelton
Recruit Sales

Jim Banks
Equipment
Supplies

Laurel Anderson
Consumables

CAMP PENDLETON, CA

MERCHANDISE MANAGER:
Julia Sweeney

Buyers:

Sandra Calloway
Men's Wear
Military Clothing

Irene Tye
Children's Wear
Juvenile Furniture
Jewelry

Liz Hafner
Domestics
Housewares
Electric Appliances

Andre Bergman
Cosmetics
Tobacco
Athletic Shoes

Sally Young
Women's Wear
Footwear

Marvin Dilg
Sporting Goods
Outdoor
Photo
Toys

Frank Gallo
Consumables
Hardware
Automotive

Craig Williams
Consumer Electronics
Luggage
Stationery

Meg Harkins
Soft Drinks
Alcoholic Beverages

CAMP LEJEUNE, NC

MERCHANDISE MANAGER:
Russell Rosenwirth

Buyers:

G. E. Stoddard
Men's Wear
Men's Footwear
Military Clothing

Larry Cribb
Housewares
Toys
Electrical Appliances
Consumer Electronics

Vivian Hugeback
Consumables
Home Furnishings
Giftware
Automotive

Patricia Dodson
Jewelry
Women's Wear
Women's Footwear

Terry Farina
Tobacco
Cosmetics
Luggage

Gloria Hicks
Juvenile Furniture
Children's Wear
Stationery

Jim Wynn
Hardware
Sporting Goods
Firearms
Photo
Athletic Shoes

EL TORO, CA

MERCHANDISE MANAGER:
David Farwell

Buyers:

Barbara Wilson
Women's Wear

Pam Boudreau
Housewares
Domestics
Giftware

Rose Saunders
Consumer Electronics
Home Appliances

Mary Lou De La Torre
Footwear
Jewelry
Cosmetics

Linda Behrens
Hardware
Sporting Goods
Automotive
Toys

Vacant
Men's Wear

Vacant
Children's Wear

Vacant
Consumables
Health & Beauty Aids

Judy Taylor
Military Clothing

QUANTICO, VA

MERCHANDISE MANAGER:
WO Steve Tinsley

Buyers:

Buna Sprague
Consumer Electronics
Giftware
Dosmetics
Home Appliances
Housewares

Diane Ward
Women's Wear
Cosmetics
Jewelry

Tammy Brent
Footwear
Accessories

Joannn Roberson
Men's Wear
Children's Wear

Thelma Brooks
Military Clothing

Dorothy Edmonds
Toys
Luggage
Hardware
Sporting Goods

PARRIS ISLAND, SC

MERCHANDISE MANAGER:
Billy Culp

Buyers:

Pam Horton
Women's Wear
Jewelry
Cosmetics
Women's Footwear

Gwen Hill-Briones
Men's Wear
Children's Wear
Luggage
Men's Shoes

Dennis Park
Sporting Goods
Firearms
Hardware
Consumer Electronics
Home Appliances
Automotive

Jennette Sattoff
Consumables
Alcoholic Beverages
Housewares
Furniture

TWENTYNINE PALMS, CA

MERCHANDISE MANAGER:
Andy Casey

Buyers:

Helen McMains
Photo
Housewares
Sporting Goods

Talis Jenen
Men's Wear
Men's Footwear

Kim Miller
Consumer Electronics
Women's & Children's Footwear
Furniture

Norma Hubbard
Infant's Wear
Children's Wear
Hardware
Automotive

Glenda Williams-Nenard
Women's Wear
Cosmetics
Jewelry

CHERRY POINT, NC

MERCHANDISE MANAGER:
Ed Piskura

Buyers:

Martha Lewis
Consumables
Stationery
Tobacco

Kay Kearney
Housewares
Home Furnishings
Giftware
Domestics

Pat Krewson
Hardware
Automotive
Sporting Goods
Outdoor Living
Toys
Luggage
Military Clothing

June Tyson
Cosmetics
Women's Wear
Children's Wear
Juvenile Furniture

Mary Bequette
Jewelry
Men's Wear
Footwear

Kay Kearney
Photo
Home Appliances
Consumer Electronics

Patrick Beck
Alcoholic Beverages

HENDERSON HALL, ARLINGTON, VA

MERCHANDISE MANAGER:
Vickie Bartlett

Buyers:

Cindy Whitman
Women's Wear
Jewelry
Footwear

Gloria Pipes
Men's Wear
Luggage
Home Furnishings
Gifts
Military Clothing

Susan Herzog
Children's Wear
Toys
Housewares
Domestics

Bill Greiner
Hardware
Automotive
Sporting Goods
Outdoor Living

Beth Wagner
Consumer Electronics
Photo
Cosmetics

YUMA, AZ

MERCHANDISE MANAGER:
Howard Watson

Buyers:

Margaret Fredericks
Women's Wear
Men's Wear
Children's Wear

Beverly Lang
Jewelry
Domestics
Giftware
Hardware

Judy Grooms
Sporting Goods
Home Appliances
Consumer Electronics
Photo
Automotive
Outdoor Living

CAMP ELMORE, NORFOLK, VA

MERCHANDISE MANAGER:
CWO L. Lumpkin III

Buyers:

Janie Worley
Women's Wear
Infants/Girl's Wear
Jewelry
Military Clothing

Florence Fulcher
Self Service
Men's Wear
Boy's Wear

Paige Smink
Footwear
Sporting Goods
Housewares
Automotive
Consumer Electronics
Luggage

ALBANY, GA

MERCHANDISE MANAGER:
Capt R. French

Buyer:

Kay Moore
All Categories

BEAUFORT, NC

MERCHANDISE MANAGER:
Herman Halupka

Buyers:

Patty McCollum
Self Service
Housewares
Women's Wear
Children's Wear
Consumer Electronics
Photo
Jewelry
Footwear
Military Clothing

Eloise Martinez
Consumables
Hardware
Automotive
Sporting Goods
Toys
Cosmetics
Luggage

BARSTOW, CA

MERCHANDISE MANAGER:
Lt. C. Dykes

BUYER:

Sadako Young
All Categories

OVERSEAS

IWAKUNI, JAPAN

MERCHANDISE MANAGER:
R. Minissali
Furniture
Records/Tapes

ASSISTANT MERCHANDISE MANAGER:
Tony Rodgers
Automotive
Sporting Goods
Luggage
Men's Wear
Boy's Wear
Uniforms

Buyers:

Ron Cogley
Georgia Clark
Health & Beauty Aids
Consumables
Stationery
Tobacco
Cosmetics

Debbie Goodson
Women's Wear
Children's Wear
Shoes
Jewelry

Eizo Abe
Houseware
Camera
Electronics

Mary Englert
Small Appliances
Housewares
Giftware
Outdoor Living
Toys

KANEOHE BAY, HAWAII

MERCHANDISE MANAGER:
Yoshihiro Ono

Buyers:

Yoshihiro Ono
Alcoholic Beverages

Whitney Kassebeer
Men's Wear
Women's Wear
Children's Wear

Linda Homan
Housewares
Furniture
Giftware
Cosmetics
Jewelry
Small Appliances
Shoes

Mike McGriff
Hardware
Automotive
Sporting Goods
Outdoor Living
Toys
Luggage
Camera
Electronics

Susan Susuki
Health & Beauty Aids
Consumables
Books and Stationery
Tobacco
Household Supplies
Beverages

Sharon Kauhane
Uniforms

RODMAN, PANAMA

MERCHANDISE MANAGER:
Steve Banks

Buyers:

Steve Banks
Sporting Goods
Electronics
Camera
Soft Lines

Carmen Trujillo
Cosmetics
Jewelry
Luggage
Small Appliances
Soft Lines

Priscilla Walker
Furniture
Giftware

Baby Almenger
Health & Beauty Aids
Consumables
Tobacco
Hardware
Toys
Outdoor Living

GUANTANAMO BAY, CUBA

MERCHANDISE MANAGER:
Ron Peach

BUYER:

GySgt Floyd Davis
All Categories

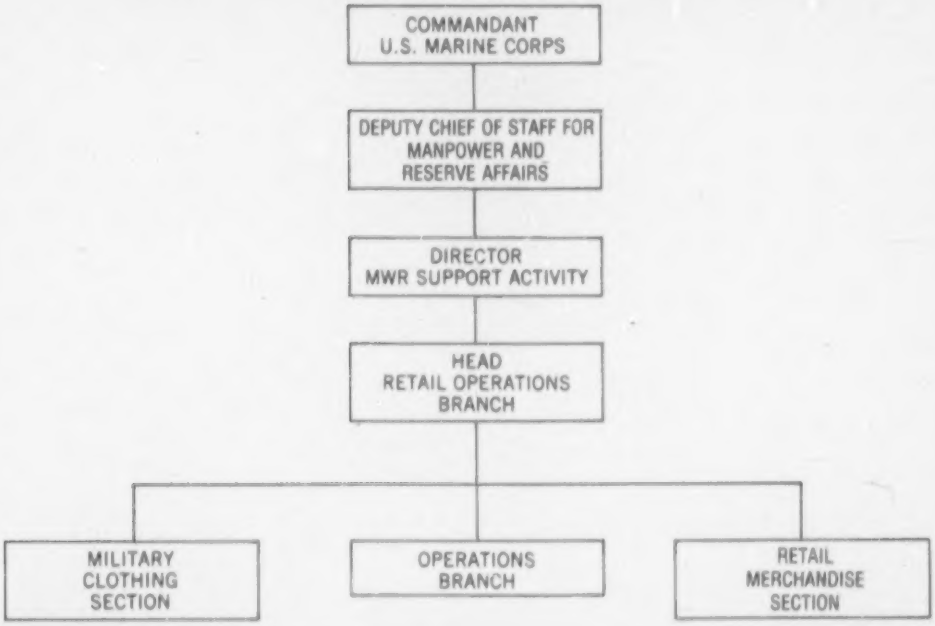
Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Specific dates for particular events are at best approximate and may vary by location. Presently, there are two events, the Annual Anniversary Sale in mid-September and the Christmas Catalog that is planned and directed by the Retail Operations Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed.

MARINE CORPS
RETAIL OPERATIONS BRANCH
FY 88

EXCHANGE	RETAIL	SERVICES AND OTHERS	TOTAL	TOTAL DOLLAR SALES FY 87	TOTAL SALES % CHANGE 88 vs 87
CONUS					
Camp Pendleton, CA	43,055,309	32,208,524	75,263,833	70,708,407	6.44
Camp Lejeune, NC	37,684,987	33,609,882	71,294,869	70,681,204	0.87
Quantico, VA	34,365,227	6,536,053	40,901,280	39,006,234	4.86
El Toro, CA	22,081,577	16,477,554	38,559,131	38,391,588	0.44
San Diego, CA	25,811,177	6,463,685	32,274,862	30,987,097	4.16
Parris Island, SC	15,574,311	6,023,254	21,597,565	21,575,407	−1.83
Cherry Point, NC	14,700,293	10,765,349	25,465,642	25,132,168	1.33
Twentynine Palms, CA	14,360,285	8,486,268	22,846,558	21,357,762	6.97
Henderson Hall, VA	18,855,647	2,394,089	21,253,736	18,338,161	15.90
Yuma, AZ	4,903,047	4,666,250	9,569,297	8,335,971	14.80
Camp Elmore, VA	3,906,896	1,995,195	5,902,091	6,079,688	−2.92
Albany, GA	3,747,013	1,026,709	4,773,722	4,756,256	0.37
Barstow, CA	1,061,637	1,154,180	2,215,817	2,458,338	−9.87
Beaufort, SC	3,595,502	2,027,015	5,622,517	4,934,098	13.95
CONUS TOTALS	**$244,388,050**	**$133,834,007**	**$377,540,966**	**$362,376,757**	**4.18%**
OVERSEAS					
Kaneohe Bay, Oahu, HI	20,746,453	15,291,093	36,431,812	34,437,918	5.79
Iwakuni, Hoshu, Japan	9,265,162	7,816,152	17,081,320	18,800,263	−9.14
Rodman, Panama	4,280,644	756,982	5,037,625	5,514,997	15.93
Guantanamo Bay, Cuba	4,349,702	233,321	4,583,022	3,953,393	−8.66
OVERSEAS TOTALS	**$ 37,956,824**	**$ 25,716,956**	**$ 63,133,780**	**$ 62,706,574**	**0.68%**
WORLDWIDE TOTALS	**$282,344,874**	**$159,550,963**	**$440,674,746**	**$425,083,331**	**3.67%**

U.S. MARINE CORPS
RETAIL OPERATIONS BRANCH



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Ed Worton—301-942-0507

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Central Office (133)
Department of Veterans Affairs
810 Vermont Avenue, N.W.
Washington, D.C. 20420
Phone: (202) 376-8132
Director: Robert J. Mantica

Robert J. Mantica

Key Personnel

Director
Robert J. Mantica
(202) 376-8132

Deputy Director
Joel A. Rabdau
(202) 376-8132

Director of Marketing
Neil C. Whittle
(202) 376-8140

Director of Finance & Budget
John Ross
(202) 376-2451

Merchandise Division & Buyers

Chief, Merchandise Division
Russell R. Bouck
(202) 376-8141

Buyer for Men's Clothing
Dennis Miller
(202) 376-8142

Buyer for Health & Beauty Aids, Toiletries, Fragrances, OTC Drugs, Candy
Diana Barber
(202) 376-8142

Buyer for Women's Clothing, Accessories & Intimate Apparel, Stationery
Mary Ann Melville
(202) 376-8142

Buyer for Sundries, Tobacco, Electronics, Watches
Anthony Kapp
(202) 376-8142

Buyer for Equipment and Supplies
Tom Ford
(202) 376-8142

VCS Finance Center

VCS Finance Center
Robert A. Young
Federal Building
1222 Spruce Street
St. Louis, MO 63103-2821
Director: Art Austermann
Assistant Director: Paul Friert

VCS Buying Procedures

Vendors make direct contact with the VCS buyers in Central Office to negotiate for merchandise and terms. Vendors are prohibited from directly contacting canteens.

New merchandise selections and vendor sources are reviewed at regularly scheduled Merchandise Committee meetings. A Purchase Order-Price Agreement List (PO-PAL) is issued to approved vendors establishing terms, cost, and retail selling price of each selected item. PO-PALs are then forwarded to each canteen for ordering.

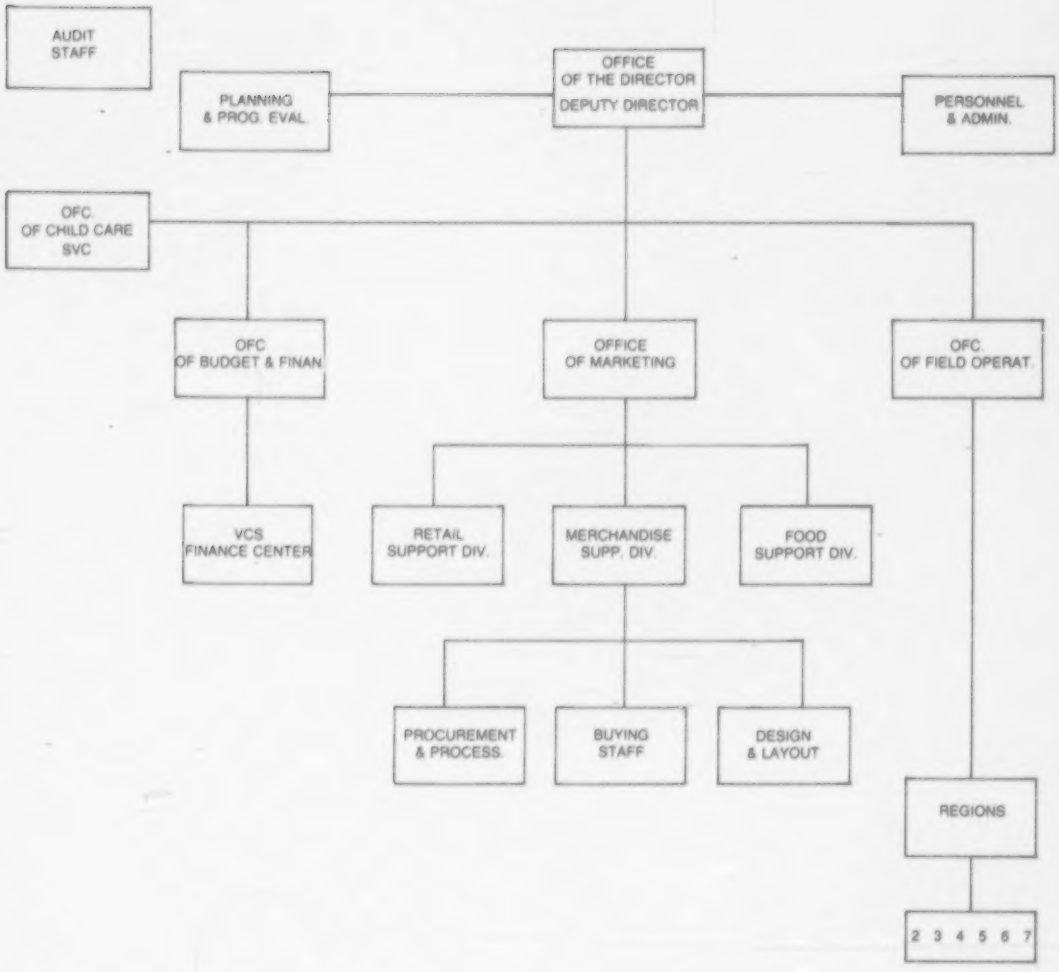
Canteen chiefs select merchandise for their canteen from the PO-PALs in concert with a Basic Merchandise List which contains basic items required to be stocked at each canteen. This system offers a personalized selection process allowing local and regional needs to be met.

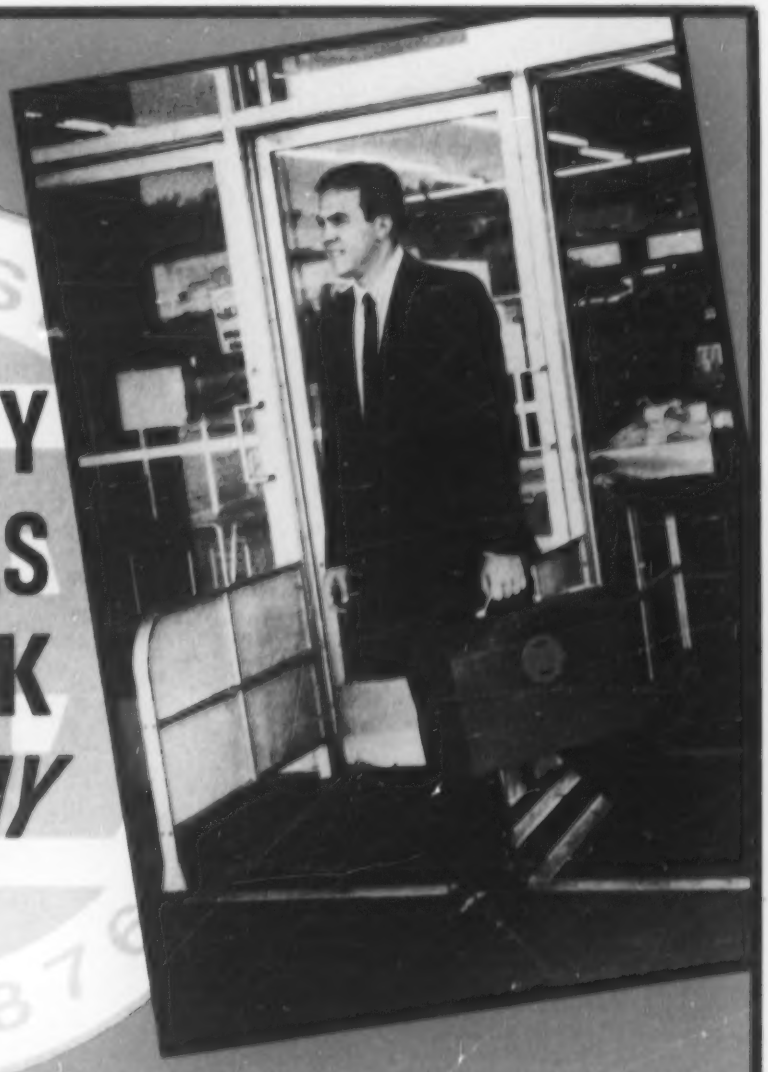
The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS Sales by Department
FY84–FY88

Department	FY84	FY85	FY86	FY87	FY88
Retail	104,069,946	101,894,060	99,746,984	97,477,585	94,883,729
Manual Food	54,843,458	7,357,790	58,423,061	60,173,551	60,764,154
Automatic Food	7,118,536	7,291,871	7,565,202	7,738,370	7,851,448
Automatic Beverage	11,898,322	11,952,958	12,735,164	13,510,267	14,028,815
Service Departments	4,634,527	4,538,761	4,480,109	4,372,586	4,362,223
Total	**$182,564,789**	**$183,035,441**	**$182,950,520**	**$183,272,359**	**$181,890,369**

VETERANS CANTEEN SERVICE (VCS)





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ALA for the Promotion, Protection and Improvement of the Military Resale Industry

OFFICE OF COMMISSARY AND RECREATION AFFAIRS
Department of State
Room 519, State Annex 6
Washington, D.C. 20522-0602
Phone: (703) 875-6088
Director: Ravi Sikand

Ravi Sikand

A/OPR/STP/CR Staff

Director
Ravi Sikand

Program Analyst
Elizabeth Weber

Management Information Analyst
Donna Van Dyke

Office of Commissary and Recreation

The staff of the Commissary and Recreation Office (A/OPR/STP/CR) has as one of its primary purposes, the responsibility of assisting overseas post associations in resolving problems and responding to questions. It has taken several initiatives during its five years of existence to provide support and guidance to over 150 American Embassy Employee Associations with gross sales and assets in excess of $122 million per year.

As a service organization we provide: procurement assistance and coordination, financial management assistance, a list of U.S. suppliers who are interested in conducting business with the associations, organization of regional association conferences for the discussion of issues common in the direction and operation of all associations, and provision of TDY assistance by consultants who give on-site management and financial guidance.

OPR/STP/CR is currently emphasizing the following areas of association activities: Developing and installing a standardized accounting software program for all associations, providing associations alternative sources of income, organizaing a program for managers and spouses in obtaining positions within associations around the world as they are transferred, improving internal controls in an association, and negotiating with wholesale suppliers and freight forwarders to increase the total number of suppliers to over three-hundred companies.

Several directives have been sent from OPR/STP/CR which provide guidance on topics ranging from proper ordering procedures for consumables, to the prompt submission of annual audit reports and semi-annual financial statements, IRS responsibilities, and insurance and bonding coverages. These directives have been based on existing *Foreign Affairs Manual* regulations and recent revisions made to the FAMS. A comprehensive handbook, entitled *Guidelines for Operating Overseas Employee Associations*, is sent out and updated annually to all post associations. This handbook contains the regulations, and serves as a manual on effective association management. Additional manuals are being developed which will provide additional information and guidance to the managers on association services and operations. These will also be updated and distributed annually.

Presently, the office has professional consultants reviewing and analyzing financial statements and audit reports, and maintaining a comprehensive Data Base System on the worldwide employee associations. When requested by the associations, the office also provides TDY assistance by utilizing in-house or outside consultants in order to provide on-site financial, management and technical guidance.

Since October 1987, the office has been a totally non-appropriated funded activity (i.e. all management support assistance provided by the staff or experts, with the exception of one USG employee, are paid with non-government monies). A Central Fund Board of Directors representing foreign affairs agencies is responsible for this NAFI and under the guidance of the Chairman (Deputy Assistant Secretary of Operation) establishes the policies of the office. When requested, on-site visits to post associations are conducted at the conclusion of a conference. On a regular daily basis, assistance is provided to the posts on resolving procurement problems, inventory and financial controls, IRS problems, restaurant operations and insurance concerns. The office has a directory of U.S. suppliers interested in providing their goods/services to our operations overseas. It is the policy of the office to only deal and assist U.S. companies in marketing their goods overseas.

MORALE, WELFARE & RECREATION ACTIVITIES

U.S. ARMY

U.S. Army Community and Family Support Center
Mail: HQDA (Mail Code: CFSC-ZA)
Alexandria, VA 22331–0500
Location:
Hoffman Bldg. I
2461 Eisenhower Avenue
Alexandria, VA 22331

Commander
BG Neal T. Jaco, USA
Mail Code: CFSC-ZA
(202) 325-9461

Deputy Commander
COL Lewis T. Turner, USA
CFSC-ZB
(202) 325-9774

Chief of Staff
COL William J. Major Jr., USA
Mail Code: CFSC-ZC
(202) 325-9009

Secretary to the General Staff
MAJ Susan A. Yamamoto, USA
CFSC-ZC
(202) 325-9008

Deputy Chief of Staff for Personnel, Admin & Logistics
MAJ Harold T. Carrico, USA
CFSC-ZCA
(202) 325-8147

Command Judge Advocate
LTC John G.Thomas, USA
CFSC-JA
(202) 325-9633

Program Analysis and Evaluation
Director
Philip E. Sakowitz, Jr.
Mail Code: CFSC-AE
(202) 325-6921

Quality of Life Office
Chief
LTC Michael F. Tharrington, USA
Mail Code: CFSC-AE-QL
(202) 325-6120

MWR Plans and Policy Division
Chief
Margaret McMullen
Mail Code: CFSC-AE-P
(202) 325-9730

Internal Review Office
Chief
William A. Check
Mail Code: CFSC-ZI
(202) 325-6957

Hospitality Management Group
Director
COL Lewis T. Turner, USA
CFSC-HG
(202) 325-9189

Lodging & Hospitality Program
Chief
John J. Ontko
CFSC-HGH
(202) 325-6960

Gaming Programs Office
Chief
Keith A. Craig
Mail Code: CFSC-HGM
(202) 325-9500

Business Programs Directorate
Director
William A. Bartelt
Mail Code: CFSC-ZG
(202) 325-0563

Business Management Division
Chief
LTC Richard A. Kubiak
CFSC-ZG-B
(202) 325-0566

Club Program Division
Chief
Joseph Dziwoki
CFSC-ZG-C
(202) 325-0704

Bowling & Golf Division
Chief
Vernon Hull
CFSC-ZG-L
(202) 325-0704

Leisure Travel Services Division
Chief
Dan A. Yount
CFSC-ZG-T
(202) 325-0704

Resource Management Directorate
Director
Jeffrey R. Dalbey
CFSC-RM
(202) 325-8640

Non-appropriated Funds Operations Division
Chief
William J. Brantley
CFSC-RMB
(202) 325-8931

Financial Management Division
Chief
Priscilla Pazzano
CFSC-RMC
(202) 325-0850

Financial Plans & Programs Division
Chief
Dennis Walsh
CFSC-RMM
(202) 325-9840

Financial Admin Division
Chief
Tom Wolter
CFSC-RMA
(202) 325-0680

Community Recreation Directorate
Director
Philip V. Cota
Mail Code: CFSC-ZR
(202) 325-9710

Recreation Division
Chief
Francis R. Kinsman
Mail Code: CFSC-ZR-R
(202) 325-9718

Sports Division
Chief
LTC David R. Rogers, USA
Mail Code: CFSC-ZR-S
(202) 325-9715

Library Division
Chief
Nellie B. Strickland
Mail Code: CFSC-ZR-L
(202) 325-9702

Armed Forces Professional Entertainment Office
Chief
LTC Donald B. Kentworthy, USA
Mail Code: CFSC-ZR-PE
(202) 325-9780

Armed Forces Sports Committee Secretariat
Chief
Charles P. Bennett
Mail Code: CFSC-AFS
(202) 325-8871

Construction and Contracts Directorate
Director
COL Floyd L. Griffin, USA
Mail Code: CFSC-ZS
(202) 325-9784

NAF Contracting Division
Chief
LTC Brian A. Japak, USA
Mail Code: CFSC-ZSC
(202) 325-0757

MWR Construction Division
Chief
LTC Jules S. Kincaid, USA
Mail Code: CFSC-ZSF
(202) 325-8330

Family Support Directorate
Director
LTC Donald C. Rojas, USA
Mail Code: CFSC-FS
(202) 325-9467

Youth and Education Division
Chief
MAJ Jane R. Wild, USA
Mail Code: CFSC-FSY
(202) 325-8377

Army Community Services Division
Chief
LTC Eugene J. Vivalda, USA
Mail Code: CFSC-FSA
(202) 325-9390

Child Development Services Division
Chief
M. A. Lucas
Mail Code: CFSC-FSC
(202) 325-0710

Retired and Veterans Affairs
Chief
LTC Gary F. Smith
Mail Code: CFSC-FSR
(202) 325-9158

Human Resources Directorate
Director
COL George W. Aux
Mail Code: CFSC-HR
(202) 325-0194

Training and Professional Development Division
Chief
Brian J. Gormley
Mail Code: CFSC-HR-T
(202) 325-9703

Community & Family Support Training Center
Chief
Larry Krauska
Mail Code: CFSC-HR-TT
(202) 285-5880

NAF Personnel Division
Chief
William McMullen
Mail Code: CFSC-HR-P
(202) 325-7762

Army Buying Procedures

Generally, procurement for Army leisure and MWR activities is accomplished at the installation level. Specific information regarding the addresses of individual activities may be obtained by sending a written request to the attention of the NAF Contracting Division.

U.S. NAVY

Naval Military Personnel Command
(Mail Code: NMPC-N65)
Department of the Navy
Washington, D.C. 20370

Director, Morale, Welfare & Recreation
CAPT Bruce L. Sherman, SC, USN
Mail Code: NMPC-N65
(202) 694-3975

Deputy Director, Morale, Welfare & Recreation
Dave Cosco
Mail Code: NMPC-65B
(202) 694-4680

Head, Media Information & Marketing Office
Diedra W. Hill
Mail Code: NMPC-65C
(202) 694-8100

Head, Recreation Branch
George C. Schaefer
Mail Code: NMPC-651
(202) 694-4384

Head, Recreational Policy & Administration
Bill Mullins
Mail Code: NMPC-6511
(202) 694-4384

Head, Community & Outdoor Recreation Section
Susan Conklin
Mail Code: NMPC-651C
(202) 694-4651

Youth/Family Recreation Programs Coordinator
Vacant
Mail Code: NMPC-651C1
(202) 694-4386

Head, Child Development Services Section
Carolee Callen
Mail Code: NMPC-651D
(202) 694-0598

Head, Physical Activities Section
Roger Patrick
Mail Code: NMPC-651E
(202) 694-0596

Head, Financial Management Branch
Pam Crespi
Mail Code: NMPC-652
(202) 694-2998

Head, Music Branch
LCDR Tom Metcalf
Mail Code: NMPC-654
(202) 694-4609

Head, Club Branch
Larry Kelly
Mail Code: NMPC-655
(202) 694-4390

Head, Operations Branch
Vacant
Mail Code: NMPC-655E
(202) 694-4422

Head, Field Assistance Section
Ron Scott
Mail Code: NMPC-655D
(202) 694-4422

Head, Policy & Administration Section
Joe Meehan
Mail Code: NMPC-655E
(202) 694-4422

Head, Research & Development Section
Judith Turner-Meyer
Mail Code: NMPC-655F
(202) 694-4422

Director, Support Branch
Vacant
Mail Code: NMPC-656
(202) 694-4379

Head, Procurement Section
Ray Hotaling
Mail Code: NMPC-656C
(202) 694-3931

Head, Contracting Unit
Chris Connelly
Mail Code: NMPC-656C1
(202) 694-3931

Head, Facility Section
Dave Ranson
Mail Code: 656D
(202) 694-4232

Head, Fiscal Oversight Section
G. Fitzgerald
Mail Code: 656E
(202) 694-6839

Head, Computer Services Branch
Tim Rushdi
Mail Code: 657
(202) 694-3348

Head, Civilian MWR Activities Branch
Nelson Pearsall
Mail Code: 658
(202) 694-4841

Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy MWR Division. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. AIR FORCE

Air Force Military and Personnel Center
Directorate of Morale, Welfare & Recreation Operations
HQ AFMPC/DPMS
Randolph AFB, TX 78150-6001

Director
Col. Roy D. Sheetz, USAF
(512) 652-6207

Chief, Open Messes & Food Operations Branch
Dr. Lonnie Simmons
(512) 652-2353

MWR Promotion
Mary Jo Davisson
(512) 652-4945

Chief, NAF Purchasing Division
Lt.Col. Stuart R. McGhee
(512) 652-6931

Chief, Special Contracts & Operations Branch
Ada Storms
(512) 652-6931

Chief, Contracting & Purchasing Programs Branch
Sam Bunch
(512) 652-6932

Air Force Buying Procedures

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate. Specific information regarding the addresses of individual open mess and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

Helping to Preserve the Military Resale System

U.S. MARINE CORPS

Mail:
Commandant of the Marine Corps
Morale, Welfare and Recreation Support Activity
(MW)
Quantico, VA 22134-5000

Director
BGen J. R. Joy (Ret.), USMC
(703) 640-3808

Deputy Director
Col Thomas Loughlin, USMC
(703) 640-3808

Executive Assistant
N. W. Macfarlan
(703) 640-3808

Retail Operations Branch
(Mail Code: MWX)
Head
John Price
(703) 640-3821

Assistant Head
R. Lee Phillips
(703) 640-3821

Food and Hospitality Operations Branch
(Mail Code: MWH)
Head
J. A. Caprara
(703) 640-3823

Assistant Head
C. L. Garland
(703) 640-3823

Services Operations Branch
(Mail Code: MWS)
Head
R. C. Bieshelt
(703) 640-3822

Assistant Head
R. L. Cooper
(703) 640-3822

Recreation and Athletics Operations Branch
(Mail Code: MWD)
Head
H. E. Hawkins
(703) 640-3824

Assistant Head
Maj. R. L. Wolf
(703) 640-3824

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

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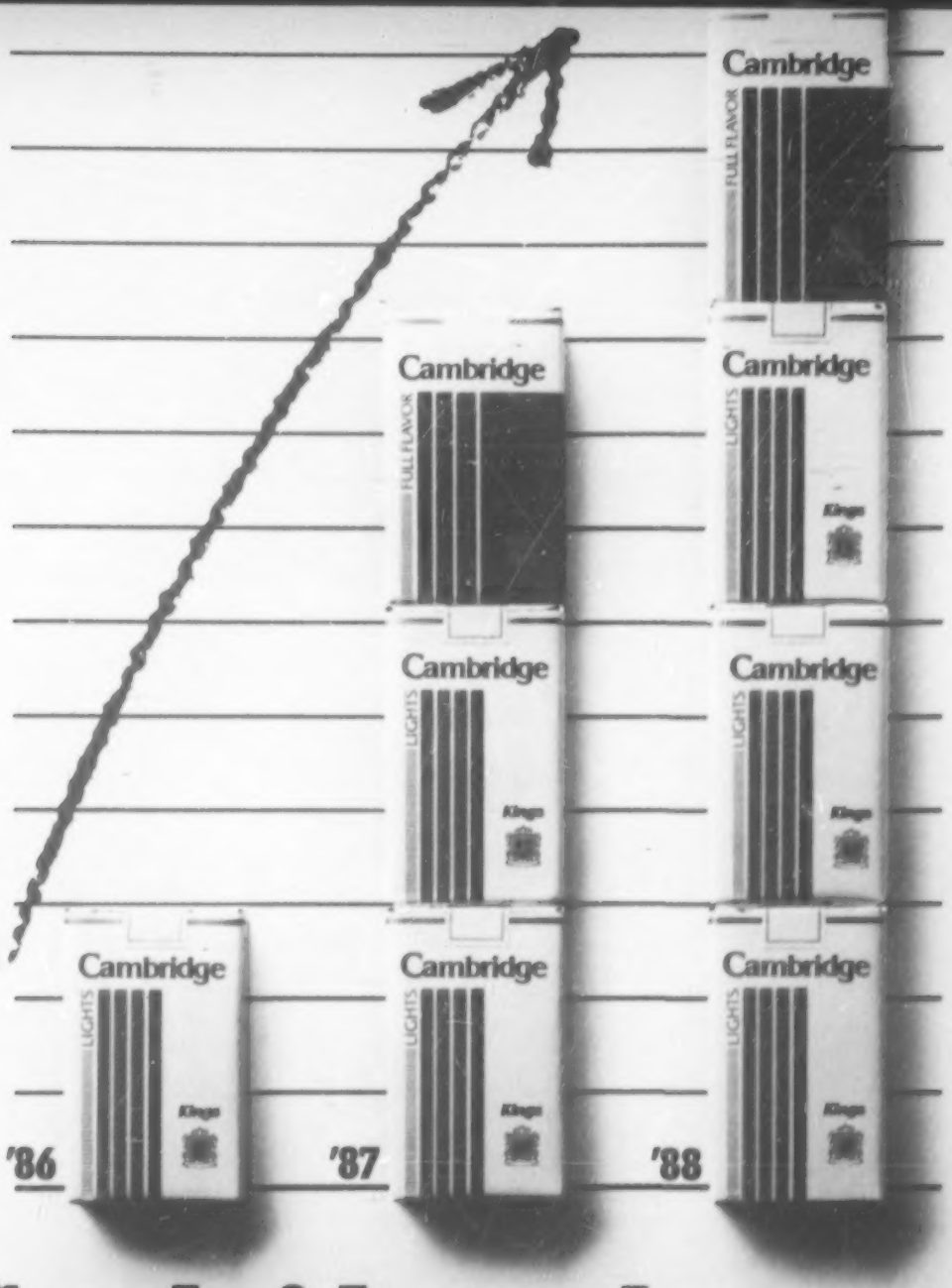

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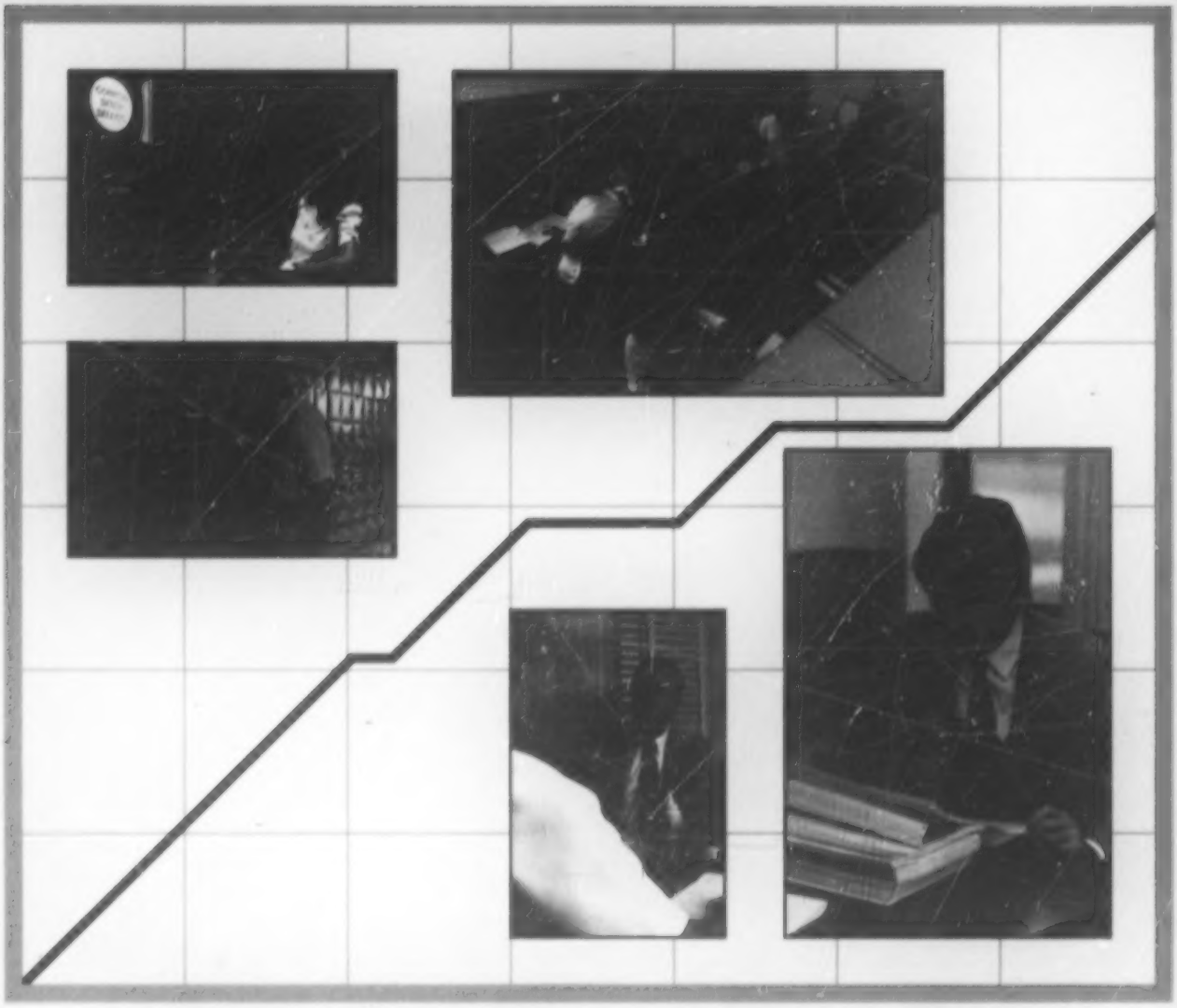

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